

The American Perfumer

and Essential Oil Review

The Independent International Journal devoted to perfumery, soaps, flavoring extracts, etc. No producer, dealer or manufacturer has any financial interest in it, or any voice in its control or policy.

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"WHOLLY OR PARTLY MANUFACTURED"

In our April issue we published certain paragraphs of the pending tariff bill as it had been introduced by Chairman Underwood, of the Ways and Means Committee.

Our readers all know, of course, that the bill has passed the House, and that it is now in the hands of the Finance Committee of the Senate, and will shortly be reported to the Senate.

A careful study of the perfumery paragraphs, Nos. 51 and 52 of the original bill (H. R. 10), now known as paragraphs 49 and 50 (H. R. 3321), brings to light a very grave danger. Paragraph 49 reads in part as follows:

No. 49. "Perfumery; including cologne and other toilet waters, articles of perfumery . . . wholly or partly manufactured . . . if not containing alcohol, 60 per centum ad valorem."

No. 50. "Ambergris, enfleurage greases, and floral essences by whatever method obtained . . . and all natural or synthetic odoriferous substances, preparations and mixtures used in the manufacture of, but not marketable as, perfumes or cosmetics . . . 20 per centum ad valorem."

The danger to which we refer is the conflict between the provision in paragraph 49 laying a duty of 60 per cent. on "partly manufactured perfumes not containing alcohol," and the provision in paragraph 50 laying a duty of 20 per cent on "aromatic substances, preparations and mixtures used in the manufacture of . . . perfumes . . ." That portion of paragraph 49 which we have quoted is intended to cover concentrates imported by the American branches of French perfumery houses, and was inserted for the purpose of enabling the Government to collect 60 per cent. duty on those concentrates, whether complete or incomplete. For years these concentrates have paid a duty of 60 per cent., and certain firms in their desire to save on the duty have resorted to the expedient of splitting their concentrates into several parts, thus bringing them within the category of mixtures of essential oils, etc.,

dutiable under the present tariff law at 25 per cent., and under the Underwood bill at 20 per cent.

Believing that all "mixtures used in the manufacture of perfumes" would be held to be partly manufactured perfumes, not containing alcohol, we laid the matter before Mr. F. M. Halstead, Chief of the Customs Division of the Treasury Department, and we have his permission to quote him to the effect that "if paragraphs 49 and 50 of the Underwood bill are enacted into law as they now stand, all perfumery raw materials that are in any way mixed will be held dutiable at 60 per cent. ad valorem."

That means that a very large part of all the raw materials imported into this country will be so classified. Of course, the duty would be paid under protest and an appeal made to the Board of General Appraisers, but a year or two would elapse before a decision could be reached, and even if the appeal were successful the money loss would be a very severe one.

Our contentions were laid before the Legislative Committee of the Manufacturing Perfumers' Association, and after due consideration they have decided to ask the Finance Committee of the Senate to amend these two paragraphs to obviate the danger we have pointed out. We believe that there will be no difficulty in securing this change, as it is not the intention of Congress to lay a duty of 60 per cent. on perfumery raw materials.

While the desire of the Legislative Committee of the association to extend the 60 per cent. rate to partly manufactured concentrates may be a laudable one, the fact remains that if they secure their object by means of the present verbiage of the tariff bill, the American perfumers will find themselves very much in the position of the farmer who very neatly lassoed a rambunctious bull only to discover, much to his amazement and pain, that he had forgotten to untie the other end of the rope from around his own waist; and he was only saved from a very painful experience by hastily cutting the rope.

We hope that there is yet time to cut the rope that binds paragraphs 49 and 50.

STANDING COMMITTEES AMERICAN PERFUMERS' ASSOCIATION FOR 1913-1914.

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James E. Davis (The Michigan Drug Co.), Detroit.
Frank B. Marsh (The Theo. Ricksecker Co.), New York.
J. Clifton Buck (Smith, Kline & French Co.), Philadelphia.
A. M. Spiehler (Adolph Spiehler, Inc.), Rochester.
D. H. McConnell (Goetting & Co.), New York.
John Blocki (John Blocki & Son), Chicago.

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Vincent B. Thomas (Harriet Hubbard Ayer), New York.
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James E. Davis (The Michigan Drug Co.), Detroit.
C. W. Jennings (Jennings Mfg. Co.), Grand Rapids.

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H. D. Goring (Lazell Perfumer), New York.
F. K. Woodworth (C. B. Woodworth's Sons Co.), Rochester.
Frederick L. Butz (Waterbury Paper Box Co.), Waterbury.

TRANSPORTATION.

Fred'k. F. Ingram (Frederick F. Ingram Co.), Detroit.
C. A. Hanley (Marietta Stanley Co.), Grand Rapids.
W. H. Green (Metal Package Company), Brooklyn.
Donald Wilson (Th. Mühlethaler Co.), Nyon, Switzerland, and Grasse, France.
Joseph A. Barry (Allen B. Wrisley Co.), Chicago.

FRATERNAL RELATIONS.

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O. B. Spiehler (Adolph Spiehler, Inc.), Rochester.
Lindsley Haviland (Lundborg Co.), New York.
H. H. Bertram (A. P. Babcock Co.), New York.
H. C. Ryland (Magnus, Mabee & Reynard, Inc.), New York.

IMPORTATIONS AND UNDERVALUATIONS OF FOREIGN GOODS.

George Hall (United Perfume Co.), Chairman, Boston.
C. H. Selick (C. H. Selick), New York.
F. A. Ohrenschall (W. H. Brown & Bro. Co.), Baltimore.
A. F. Knowles (Plexo Preparations, Inc.), New York.
Augustin J. Hilbert (A. J. Hilbert & Co.), Milwaukee.

BOTANICAL EXHIBIT.

F. E. Watermeyer (Fritzsche Bros.), Chairman, New York.
Frank B. Marsh (Theo. Ricksecker Co.), New York.
C. G. Euler (Antoine Chiris Co.), New York.
Walter T. Hathaway (Colgate & Co.), New York.

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D. H. McConnell (Goetting & Co.), New York.
F. B. Marsh (Theo. Ricksecker Co.), New York.

LIBRARY.

Samuel Isermann (Van Dyke & Co.), Chairman, New York.
Christian Beilstein (Dodge & Olcott Co.), New York.
Alois von Isakovics (Synfleur Scientific Laboratories), Monticello, N. Y.

TRADE MARKS IN CUBA.

Following the note on registration of trade marks in Cuba, on page 55 of our May issue, Vice Consul General H. P. Starrett, at Habana, makes the following observations of interest to some of our readers: "One point that should not be overlooked is that all trade marks pertaining

to those manufactured and prepared goods which are to be exported to Cuba should be registered with the Cuban Department of Agriculture, Commerce, and Labor at Habana, before active bids for the trade are made. Many an American manufacturer who has neglected to do this has been surprised to find that his trade mark had been appropriated and registered by some person in Cuba, with the result that he has either had to buy back his trade mark right or keep his goods out of the Cuban market. The Cuban trade mark law provides that all goods offered for sale to the public which are distinguished by a mark must bear the certificate of ownership of the mark, which is issued by the Government; and if the manufacturer of the goods does not care to take out such a certificate he can not prevent any other person from so doing. The law further provides that goods covered by such a mark may be refused entry at the custom house on the demand of the Cuban owner of the trade mark."

AMERICAN CHEMICAL SOCIETY.

At the meeting of the American Chemical Society in Milwaukee, Wis., in March, the committee on soap and soap products was quoted as not making a report, but the chairman wrote that it was hoped during the present year to prosecute the interrupted work on chemical methods of analysis of oils and fats.

At the meeting of the Louisiana section, held in New Orleans in March, "Adulteration of Lemon Oil" was the subject of an address by A. W. Broomell.

At a meeting of the Puget Sound section, held in the University of Washington, Frank Sternberg delivered an address on "The Manufacture of Soap."

TRADE MARKS IN PARAGUAY.

American manufacturers should realize the need of protecting their trade marks in Paraguay by registration, writes Consul Cornelius Ferris, Jr., at Asuncion. It is registration alone which gives the right to the exclusive use of a mark in Paraguay. Formerly many American manufacturers thought the possibilities of trade in that country did not warrant the registration of their marks. Now some of these manufacturers have made the unpleasant discovery that when they want to sell their goods there they cannot do so without coming to terms with some persons who have already registered the marks of the American manufacturers in question. Since priority of registration is practically the only test as to the right to use a mark, promptness is advisable.

PATENT LAW IN THE PHILIPPINES.

Patent Commissioner Moore has promulgated an act of the Philippine Legislature, of February 10, 1913, providing for the registration of patents and patent rights in the Islands. The law protects those protected by the United States Patent Law, provided a certified copy be filed in the Division of Archives, Patents, Copyrights and Trade Marks, Executive Bureau. It also is provided that the rights of property in patents and trade marks secured in the Philippine Islands to persons under the Spanish laws shall be respected in said territory the same as if such laws were in full force and effect. A fee of two pesos is charged for filing. Power of attorney for filing when given by the owner must also be filed. The act also provides for filing assignments of patents and for court jurisdiction.

SHORT POSTAGE ON FOREIGN LETTERS.

The Department of Commerce at Washington is receiving complaints in increasing numbers from business men in foreign countries against the short postage on letters received from the United States. These foreign merchants aver that the double postage which they are required to pay on letters from America is so annoying that it turns much trade away from our country.

Commercial Agent Thompson writes to the Department from Marseilles that the large French importers report that about half the American correspondence comes with only a two-cent stamp affixed. The rate on letters to France is five cents for the first ounce or fraction of an ounce and three cents for each additional ounce or fraction thereof. It has been suggested that the simple device of using a special colored envelope for foreign letters would prevent the oversight of short postage. Many firms have already adopted this method with success.

IN SUNNY SOUTHERN FRANCE.

In a symposium on the trade of Mediterranean France William Dulany Hunter, United States Consul at Nice, reviews the affairs of his district. The exports from Nice to the United States in 1912 included these items: Perfumery, \$1,297,609, a gain over the previous year of \$277,936; olive oil, \$533,753, an increase of \$120,472. Mr. Hunter says:

"By far the most important commercial and industrial undertaking of the Maritime Alps is the perfume industry. During 1912 the trade in essential oils, concretes, enflouraged greases, and other primary articles of perfumery, seemed, after a period of depression, to be regaining its former leading place in the exports from this region. This is due to the fact that a present synthetical perfumery is usually mixed with pure flower products, which gives them a more highly scented value, and the demand for high-grade perfumery made of purely floral products is increasing.

"The amounts of the various flowers used annually by the perfumery factories at Grasse are stated to be as follows, in pounds: Orange flowers, 4,400,000; roses, 3,300,000; jasmine, 2,640,000; violets, 880,000; tuberose, 660,000; carnations, 330,000; black currants, 220,000; mimosas, 176,000; mignonette, 132,000; jonquils, 110,000.

"Two of the largest firms amalgamated their interests during 1912, and they have partly remodeled their factories, introducing the most up-to-date methods in their manufacturing processes.

"Until 1912 only primary products of perfumery were exported to the United States, but during that year a Grasse firm established a house at Boston for the sale of perfumery and perfumery articles.

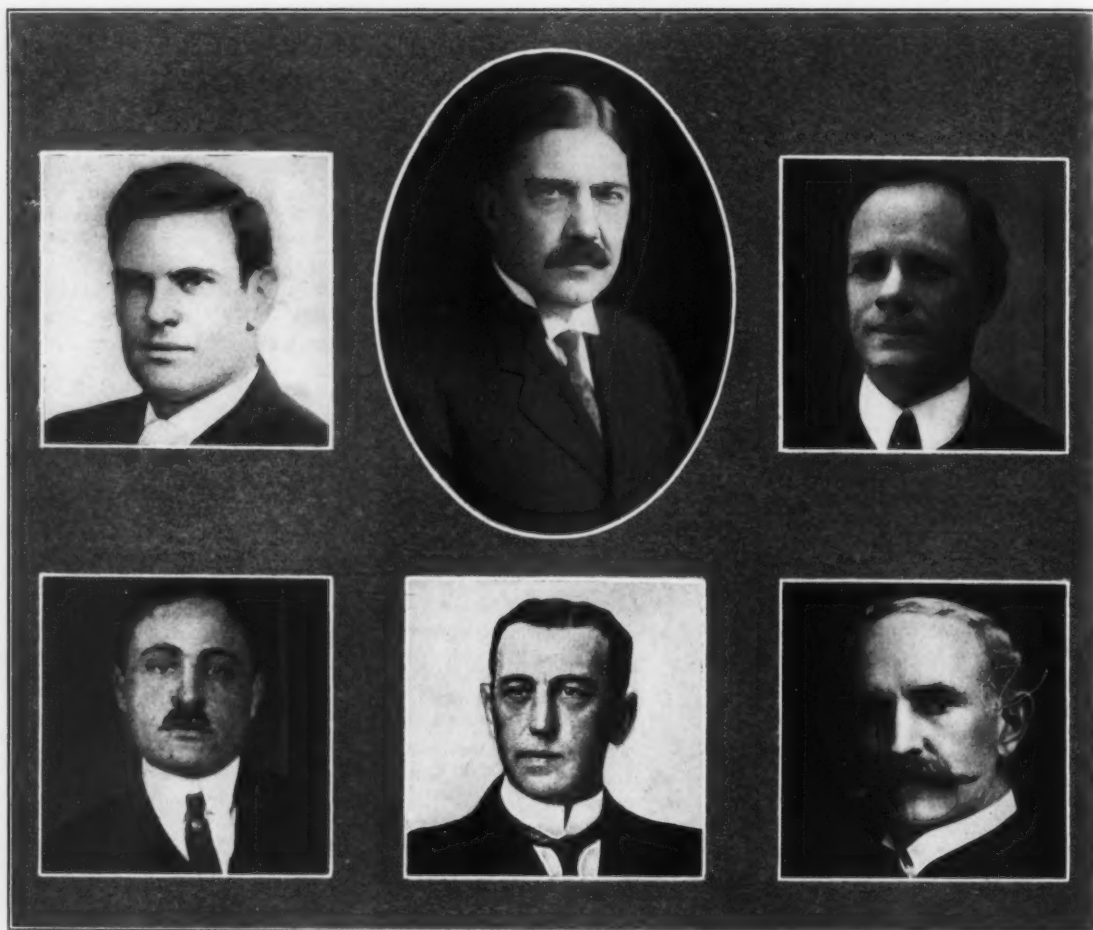
OLIVE OIL TRADE IS IMPROVING.

"The olive oil trade, which has been suffering from bad crops for several years, during the 1911-12 season improved considerably, as the spring crop during that period was good in quality and the output was satisfactory. The Italian-Turkish War and the war in the Balkans have affected commercial conditions in the Mediterranean, and the prices contracted to be paid for olives in 1913 are high.

"The exports of this commodity to the United States from this consular district are increasing annually. The

(Continued on page 105.)

REPORT OF THE PROCEEDINGS OF THE FOURTH ANNUAL CONVENTION OF THE FLAVORING EXTRACT MANUFACTURERS' ASSOCIATION



R. E. HEekin, Treas.
DR. S. H. BAER, 1st Vice-Pres.

S. J. SHERER, President.
C. F. SAUER, 2nd Vice-Pres.

F. L. BEGGS, Secy.
J. HUNGERFORD SMITH, 3rd Vice-Pres.

OFFICERS OF THE F. E. M. A. FOR THE NEW YEAR.
President—S. J. SHERER, Chicago, Ill.
First Vice-President—Dr. S. H. BAER, St. Louis, Mo.
Second Vice-President—C. F. SAUER, Richmond, Va.
Third Vice-President—J. HUNGERFORD SMITH, of Rochester, N. Y.
Secretary—FRANK L. BEGGS, Newark, Ohio.
Treasurer—ROBERT E. HEekin, Cincinnati, Ohio.
Executive Committee—F. P. BEERS, Earlville, N. Y.;
 W. M. McCORMICK, Baltimore, Md.; S. F. ERWIN, Philadelphia, Pa.; T. W. CARMAN, Springfield, Mass.
Next Place of Meeting—Left to executive committee.

The fourth annual meeting of the Flavoring Extract Manufacturers' Association of the United States was held

in Cincinnati, Ohio, May 27, 28 and 29. Business of interest to the industry was transacted and the members were hospitably entertained by their Cincinnati associates. The sessions were held in the Sinton Hotel, and were well attended.

The opening session was called to order by President Sherer, and in the absence of the secretary, Norman Peck, Dr. S. H. Baer officiated in that capacity. The first feature was a warm welcoming address by Robert E. Heekin, treasurer of the association and chairman of the Cincinnati entertainment committee. Mr. Heekin gave the visitors an idea of the pleasures in store for them in a very happy little address.

President Sherer called upon J. Frank for reminiscences of the first meeting of the association and he responded

briefly, naming Mr. McCormick as the organizer, with Mr. Newton, Mr. Ferguson, Dr. Baer, Mr. Ullman, himself and possibly one or two others as having assisted in the organizing work. All were present except S. Ullman, who telegraphed from Atlantic City that illness detained him and sending "best wishes for a successful and pleasant convention." This incident ended the preliminaries and the president launched forth into his review of the work of the last year, which was substantially as follows:

PRESIDENT SHERER'S ANNUAL ADDRESS.

"Throughout the last year there has been a conscientious effort on the part of every officer and committee member to carry forward the work. The duties of the Legislative and Membership Committees and the treasurer have been particularly strenuous and exceedingly well performed.

"Credit for what has been accomplished belongs first to those whose initiative brought the association into being and then to all those who throughout the four years have given willingly of their time. But to no one so much as to him who for three years served us as president. He just doesn't know how *not* to work. He has been equally efficient while acting as the power behind the throne as when he was on the throne.

"The Executive Committee has issued eight circular letters and an equal number of circulars during the year to the membership. In these communications it has endeavored to call attention to such matters as seem timely. Early attention was given the Gould Net Weights and Measures Bill. The committee met in Cincinnati in September, and among other things determined what to ask for, deciding that nothing less satisfactory than the New York law which exempts bottles containing two ounces or less would answer. From that time on the committee worked to secure such exemptions as are needed.

"The work of the committee culminated in its appearance before the Senate Committee in Washington in January. That exemption of small packages was secured we believe is directly attributable to the efforts of your committee. The only valuable assistance given us was by the National Confectioners' Association.

"The increase in weight of liquids permissible to send by parcels post was secured as a direct result of the efforts of the Transportation Committee of the association.

VALUE OF REFERRING TO TRADE SUBJECTS.

"The value of such reference as has been made at different times during the year to such subjects as salicylic acid in va-nil-la beans, exhausted oil of lemon, shortage in alcohol deliveries, lead free, U. S. P. oil of cassia, may have been questioned in certain quarters, may still be, probably is, but there is no question in the mind of your president that such matters are proper subjects to guardedly refer to in circular communications to members of this association.

"We have outlined during the year, among other things, the following: Recommendations in the matter of answering notices of hearings; the proper size of type to use on labels; statement of the presence of alcohol; New York State requirements; net weight or measure requirements of all states; reference to compound labeling; to serial number guaranty; caution as to use of abbreviations such as *imit.* for imitation on labels; method of stating manufacturer's address on labels; list of States prohibiting use of coal tar colors; information regarding serial number; facts regarding lack of rights of food inspectors; the provisions of the net weight and measures law with attorney's interpretation of same; the interstate requirements as to inflammable shipments, which include extracts; late internal revenue decision, and many other matters of equal importance.

"During the year we have made clear that the passing of goods by the customs authorities did not insure that the food authorities would not later condemn the same goods in their original condition.

"The Executive Committee promptly secured from its attorney and circulated without delay an opinion on the Wisconsin Karo Corn Syrup Case. We recommended that this opinion, printed in full in Executive Committee circular No. 8, of May 14, be carefully read. It is much less

radical than some which have been given much space in trade papers and no change in labeling should be made except upon the advice of our attorney.

"We have, since January 1, during which time forty-two State legislatures have been in session, kept you advised of proposed legislation and have furnished opinions by our attorney as to the merits or demerits of such legislation. We have furnished our members without charge the services of an attorney, one who is as well posted on food legislation as any man in this country.

"The services as association attorney rendered by Mr. Thomas E. Lannen, Chicago, having proved satisfactory, and expiring by limitation July 15, 1913, I recommend that they be secured on the same basis per annum for the period beginning at the above named date and ending with the association year the third Wednesday in May, 1914.

A DRAWBACK ON ALCOHOL POINT IS WON.

"That extract manufacturers should enjoy the same right of drawback on alcohol used in exporting flavoring extracts as had been granted perfumers and others, was claimed in the first annual report of President McCormick. That this was our right has been steadily contended for and provision has finally been made in the new tariff bill for this drawback. The records do not show that any other organization than ours or that any company not a member of this association has done anything to bring about this concession.

"Our membership should be alert to benefit by this change as soon as the tariff bill is signed. Let us not do the work and then see outsiders step in and reap the benefit.

"As lemon extract in Canada, if I am correctly informed, differs from lemon extract as defined by our Pharmacopeia, it will be seen that knowledge of foreign food laws is essential if foreign trade is to be looked for.

"When you consider that the Underwood Committee made but five changes in the original draft of the tariff and that the reductions from 50c. to 30c. per pound on vanilla beans, and from 20 to 10 per cent. on lemon oil were two of the changes, it must be admitted that the effort put forth by our association was both forceful and well directed.

RANGE OF VARIATIONS ON BOTTLES.

"I recommend that whatever action is taken with regard to a schedule of variations, tolerance and exemptions, due regard be given to the variations agreed upon by bottle manufacturers and bottle blowers, and that we ask that the government accept as full capacity any bottles that come within the bottle manufacturers' established range of variations. This range was stated by Mr. Booth at our first annual meeting to be:

On all below 6 ounces, $\frac{1}{4}$ ounce under to $\frac{1}{4}$ ounce over; 6 to 12 ounces, $\frac{1}{2}$ ounce under to $\frac{1}{2}$ ounce over; 12 to 32 ounces, 1 ounce under to 1 ounce over; 32 to 40 ounces, $1\frac{1}{2}$ ounce under to $1\frac{1}{2}$ ounce over. Above 40 ounces, 2 ounces under to 2 ounces over.

"Among the activities that are before us are efforts which must be continued with State legislatures and food commissioners to bring the State laws in conformity with the National law.

"By our effort, the enactment of net weight laws has been delayed by several States, while in almost every instance where net weight laws were passed the laws contain the same clause with regard to variations, tolerances and exemptions as is contained in the National law.

"Copies of the National Net Weight Law were put in the hands of the State commissioners promptly by this association and acknowledgment has been received from a number of commissioners stating that it was a pleasure to work with us for uniformity of net weight and measure requirements.

LABEL DATING BILLS NEXT MOVE.

"It is believed that the next move of a general nature will be the offering of label dating bills. In fact there have been several presented recently in State legislatures. Anything of this nature would be an added burden, and in the case of extracts, because of their keeping qualities, unwarranted.

"It is recommended that the association go on record as opposed, either to all such legislation or to all except

legislation of a very general nature, that no statement more specific than, "these goods were packed during the year 1913" be favored.

"The officers are aware of more or less underhand efforts on the part of certain interests to secure to the retail druggists the exclusive right to sell flavoring extracts and the ordinary household remedies, such as witch hazel, camphor, etc., sold by many of our members. Bills have been offered in some of the Southern state legislatures and such restrictions are already in force with regard to household remedies in at least one state—Alabama.

"We have of late brought to bear all proper pressure whenever such legislation has been proposed and have been successful in preventing its passage.

TARIFF ON VANILLA BEANS AND LEMON OIL.

"Should the present Congress pass the tariff bill with the proposed duty on vanilla beans and lemon oil, we must keep up the fight. The next Congress will certainly make some revisions, and we should be prepared to fight to have them both placed on the free list *where they belong*.

"I recommend that the Executive Committee be requested to secure as promptly as possible and publish in pamphlet form a tabulation of the laws pertaining to ingredients, colors, labels, labeling requirements, weights and measures, etc., affecting our business. Because of the multiplicity of laws and regulations, many of them new, if these are not gotten together and published the best informed and most careful will surely come in conflict with the law.

"It is recommended that the thanks of the association be extended to Dr. Alsberg for the concession which has been made whereby manufacturers are permitted to submit labels for opinion to the Bureau of Chemistry and that he be congratulated upon his breadth of view.

"It is suggested that the Bureau of Chemistry be requested to impart information as to the methods used in making tests, analyses, etc., to ascertain whether goods are right or wrong. This would be of particular value in determining the character of certain raw materials, lemon oil for instance.

"When a change in method is made the fact should be made known by bulletin or by word to such trade associations as are interested.

"Attention is called to the well defined policy of this association to urge compliance with the law to the last detail.

HIGH STANDARD FOR EXTRACT MANUFACTURERS.

"At the first annual meeting it was proposed by F. L. Beggs that we make a standard for flavoring extract manufacturers, that the standard be so high that it would be an honor for any man to be a member of the Flavoring Extract Manufacturers' Association. We have made a standard and it is a credit to a manufacturer to be a member of our association.

"A few years ago the most commonly reported violations of the food law were by extract manufacturers, but today the number of judgments reported is not out of proportion to the volume of business, and judgments against members of this association are few and far between.

"Let us not lose sight of our standard nor grow careless in our effort to uphold it.

"There are many words of caution that might be spoken. There are two that I consider timely. First a word as to vanillons. The Department of Agriculture has stated 'that vanillons, also known as pompona or la guayra vanilla being the fruit of a different species (vanilla pompona) is not true vanilla (true vanilla being of planifolia species) and extract prepared from it is not vanilla extract.' It is therefore manifest that we should not use these beans in making extract. The more or less free offering of vanillons is my reason for recalling this to your attention. If we need to use them have the U. S. P. revised. And now a word about 'nonconformist' vanilla.

"As is recognized by all reputable manufacturers, standard vanilla extract is a definite product in that it contains in 100 cubic centimeters of the solution the alcohol-soluble materials from 10 grams of vanilla beans. It is indefinite in that it is more or less variable in its composition, owing partly to variations in the percentages of

moisture and soluble constituents of the bean, and partly to difference in the methods of extraction. The quality of the extract also is variable, being dependent on the variety and grade of bean.

"There is a more or less common belief that something less than 10 grams of beans to the 100 cubic centimeter can be used without detection, and also that a small amount of vanillin may be added and its addition not be discovered. Possibly this is so, *but* the use of one-tenth of one per cent. less than 10 grams to the 100 cubic centimeter is discouraged and the adding of vanillin is as strongly objected to.

PRICES SHOULD BE BASED ON COST.

"Make your extract in accordance with the requirements. Let the goods cost what they will. Price them in accordance with the cost. Sell what you sell of them for what they are and avoid worry.

"This must always be the policy of the membership of this association if it is to continue to receive the support of reputable manufacturers.

"The keeping of records of all batches of extracts made is strongly urged. Let your records show what you use to the fraction of an ounce. Be sure your formulas are right. Be prepared to vouch for them unequivocally and you need not fear trouble.

"In contradistinction to the above outlined policy is that of certain houses which (judging from the published findings) regard it less unprofitable to pay occasional fines than to comply with the requirements. This policy is illustrated by a little story.

"The central arch of the Brandenburg gate in Berlin is sacred to the Kaiser, and no one else is allowed to walk or ride under it. Recently, however, a wealthy American, who owns a motor car similar to the Kaiser's, succeeded in passing under the arch before his identity was discovered. He was arrested and fined 200 marks. Without hesitation he negligently threw down on the desk four hundred mark notes. 'But that is twice as much as your fine,' said the judge. 'I know it,' replied the Yankee. 'You see, I'm going back the same way.'

"The Sherley amendment to Food and Drug Act, and the Monteith Bill offered in the Michigan Legislature should have no terrors for the upright manufacturer. These measures, both aiming at the prohibition of false, fraudulent and extravagant claims as to the value of foods and drug products are so closely in line with the policy and practice of our members that we should give our whole hearted support to such bills, but only when the meaning and intent are clear and where the prohibition is plainly against false statements.

"The policy of the association is again stated as being in opposition to the delegation of power to executive officers to fix standards for food products. The fixing of standards is a legislative function and should remain so.

"Attention is called to the claim made by the Department of Agriculture that it is not permissible to sell as vanillin extract a solution of vanillin. Many have been designating as vanillin extract such solution.

ADVANCE WARNINGS SHOULD BE ISSUED.

"This claim may be correct, but has not heretofore been made. It would seem under these conditions that a general warning might well be given before prosecutions were started for misbranding. As manufacturers generally would make the necessary change in labels as soon as attention was called to the matter, without suit being begun to establish the correctness of the claim, I recommend that action be taken requesting the Department of Agriculture either to notify this association or to issue a bulletin of current interpretations of the food law as soon as made and in advance of prosecutions. Publicity would be given such interpretations—further violations would be avoided and goods in hands of dealers be either recalled or relabeled.

"In this connection it is pointed out that in Illinois the requirement is that a solution of vanillin shall be labeled extract of vanillin. If the government is right in its contention the Illinois ruling will have to be changed.

"It is recommended that effort be made to correct trade irregularities and that the conditions be approached in an

open minded manner, putting in the back ground preconceived notions of what may not be attempted because of its never having been done.

OBJECTION TO NAPHTHOL YELLOW.

"As naphthol yellow is the only yellow which is at present on the permitted list of F. I. D. 76, and as this imparts a bitter and objectionable taste to carbonated acidulated beverages, I recommend that the association go on record as favoring the necessary investigation by the new Board of Food and Drug Inspection as to the harmlessness of tartrazine to determine whether it is a proper color to be added to the permitted list or not.

"As the Supreme Court has held that a preliminary hearing need not be given before suit is begun and that government officials do not have to prove that a defendant has been given a preliminary hearing, I recommend that the necessary steps be taken to get Congress to compel officials to grant a preliminary hearing before beginning suits."

President Sherer continuing praised the character of the new membership added to the association and gave full credit to the membership committee for its activities. He made the following recommendations:

That delegates be sent to the Food Trades Conference at Atlantic City; that the Federal Government be asked to act to prevent a recurrence of the Ohio and Indiana floods; that one cent letter postage be endorsed; that a competent person be employed to answer vicious and vituperative attacks in the newspapers.

COMMITTEES APPOINTED FOR VARIOUS PURPOSES.

The following committees were then appointed:

On Nominations—Messrs. Frank, McCormick, Beggs.

On Audit—R. S. Ullman and G. M. Day.

On Resolutions—Frank L. Beggs, chairman; Messrs. McCormick, Newton, Foote, Kauffman, Muchmore, Erwin. Later Mr. McCormick was made chairman of the committee.

On Net Weights and Measures—Emil Frank, F. P. Beers and F. E. Dixon.

On Costs—R. E. Heekin, Jacob Frank and C. L. Newton. This committee is to devise a costs system applicable to the extract business, to be submitted for approval and adoption by the association.

Chairman Jennings, of the transportation committee, presented the following report:

"Your committee on transportation briefly reports that at time of the Executive Committee meeting at Washington in February, members of the Transportation Committee and others had a conference with the Parcels Post Committee and were able to show them that to meet commercial needs there should be a ruling increasing the quantity of liquid up to sixteen ounces in one bottle which could be sent by parcels post.

"Our request received favorable consideration and the ruling was so ordered in due time.

"At the time of our conference the subject of amending regulations was discussed, regarding changing the size of packages accepted by parcels post, and we recommended that in place of one four ounce bottle it be increased to six four ounce or twelve two ounce bottles, when properly packed in the jute board containers.

"This request has since been favorably acted upon and now we can send up to twenty-four ounces in bottles, containing one, two, three or four ounces each."

Treasurer Heekin's report showed receipts from dues, initiations and other sources of \$3,200.84; with disbursements of \$2,860.04, leaving a balance of \$340.80 in the treasury.

Chairman Beers, of the membership committee, made a report showing a net increase of four members, ten new ones having been obtained in the year and six having resigned or been dropped. The present membership is as follows: Active, 84; associate, 32; total, 116. The roll is

divided among 20 States: New York has 35, Ohio 21, Illinois 12, Pennsylvania 10, Missouri 9, Maryland 4, Tennessee 3, Virginia 3, Michigan 3, Massachusetts 3, New Jersey 2, Wisconsin 2, California 2, Minnesota 1, Washington 1, Indiana 1, Texas 1, Colorado 1, Iowa 1, Florida 1.

PROFESSOR JOHN URI LLOYD ON "FLAVORS."

John Uri Lloyd, who has been long a notable figure in scientific research, owning the famous botanical library at Cincinnati, was then introduced for an address upon the subject of "Flavors." The president called attention to the fact that he is a member of the firm of Lloyd Bros., which, when the Pure Food and Drugs Act was passed, at once recalled all outstanding goods and relabeled the same to conform with the new law.

Professor Lloyd was in his happiest mood in discussing the subject, which he did in his peculiarly graceful style, his discourse being at once illuminating and instructive. From the origin of the term "flavor" through its devious course into extracts, essences and even mint juleps the members closely followed the speaker's words. He said in part:

"The word flavor is exceedingly elastic. The terms smell, odor, scent, fragrance, savory and such as these carry with them each and every one, a meaning that infringes upon the others, but each has an individuality of its own, in some directions."

Then Professor Lloyd pointed out the differences in a fascinating way. Savory differs, for instance from flavor, because the former makes its impression as a "toothsome morsel." A relish, such as sugar, need not include fragrance. Flavor, also, might be applied to the professor's use of a sift of sugar over a broiling steak to add to its palatable qualities.

REPORT OF COMMITTEE ON LEGISLATION.

Dr. Samuel H. Baer, chairman of the committee on legislation, made a complete and comprehensive report of the work of the last year. He divided the report into four sections:

First—Gould Net Weight and Measures Bill.

Second—Chemical Schedule of the Tariff Bill, referring to essential oils, vanilla beans and vanillin.

Third—Proposed amendment to the Revenue Law to permit extract manufacturers to recover alcohol without the necessity of paying a rectifier's tax.

Fourth—Rebate on alcohol in exports of extracts.

Dr. Baer presented a detailed account of the appearance of the committee at the Gould Bill hearings, as reported in this journal at the time, giving the full stenographic report of the hearing. Commenting, the committee says:

"The bill as passed eventually was really better than we had asked; for it permits us to go before three secretaries, or a committee appointed by them, and ask for exemptions which peculiarly fit our business and we are not compelled to ask for exemptions which would necessarily have to be very general to be embodied in a statute."

On the preparation of these exemptions the report makes these recommendations:

First—We should ask for exemptions on extracts of three ounces by liquid measure and six ounces dry measure, the latter to cover spices.

Second—Variations above three ounces to be the same as the agreement between the glass blowers and the glass manufacturers; viz., $\frac{1}{4}$ ounce variation from three ounces to six ounces, $\frac{1}{2}$ ounce from six ounces to twelve ounces,



1 (left to right)—Frank A. Cannon, B. P. Silver, N. I. Malmstrom, C. W. Jennings, C. F. Sauer, R. H. Lingott, W. A. Bush, F. L. Washbourne, G. M. Day, J. E. Wolfe, S. Isermann, George A. La Vie, A. D. Smack, George L. Ringel, F. E. Dixon. 2—Frank A. Cannon, James L. Klingensmith, Thomas E. Lannen, Alfred F. Spohn, G. J. Hurty, S. J. Sherer, Theo. A. Wegener, S. S. West, J. E. Wolfe. 3—S. Isermann, Edgar A. Weber, C. H. Stuart, ———, W. M. McCormick, F. P. Beers, Jacob Frank, Emil Frank. 4—P. S. Ullmann, W. C. Ratliffe, Frank J. Roosa, Mr. Macheski. 5—F. L. Beggs, C. F. Sauer, R. S. Swinton, S. Isermann, Edgar A. Weber, W. A. Bush, Edward Long. 6—George E. Davis (see Trade Notes). 7—F. E. Toennies. 8—J. M. Hayes, J. B. McDevitt. 9—B. P. Silver, George A. La Vie. 10—C. W. Jennings, R. H. Lingott. 11—B. F. Zimmer, W. H. Shellman, C. W. Jennings, F. S. Muchmore, Edgar A. Weber. 12—George L. Ringel, ———, G. M. Day, E. A. Bergwall, C. L. Newton. 13—J. F. Kilbourn, J. N. Limbert, Henry J. Beck, Chester A. Smeltzer, J. H. Neumann, A. D. Smack.

one ounce from 12 ounces to 32 ounces, and 1½ ounce from 32 to 40, and 2 ounces from 40 ounces to a gallon. It is of course to be distinctly understood that if the content of a particular sized bottle is less by the amounts specified above they would be exempt from the penalty or any action of the net weights and measures section of the Pure Food Law.

Third—On packages larger than one gallon a variation of 3 per cent. shall be allowed.

Fourth—That no package which has entered interstate commerce longer than six months before being taken up by the inspector shall be liable to penalty or any action under the above law.

The report next gives the stenographic record of the hearing before the Committee on Ways and Means in Congress, and Dr. Baer states that this association was the only one which had representatives present to appear for the items in question. Argument is made for placing vanilla beans and lemon oil on the free list. Dr. Baer continues in the report:

"I believe it would be wise for Mr. McCormick and myself to spend some time in Washington, four or five days, to personally see that the proper amendment is made to the bill in question."

DISPENSING WITH A RECTIFIER'S TAX.

Discussing the subject of the third section of the report Dr. Baer states that his plan was to take up with the Internal Revenue Commissioner the matter of getting his co-operation to obtain an amendment to the law so that extract manufacturers would not be compelled to pay a rectifier's tax for a still in recovering alcohol from drugs. He gives a letter which he sent on November 26 to Commissioner Cabell, at Washington. In it he said:

"The Flavoring Extract Manufacturers' Association of the United States have under consideration the matter of asking Congress to amend Section 3246 of the Internal Revenue Laws, so as to permit manufacturers of flavoring extracts to recover tax paid alcohol or spirituous liquors from dregs or Marc of percolation or extraction, for the purpose of using such alcohol exclusively in the manufacture of flavoring extracts, without subjecting the manufacturer so recovering such alcohol to a rectifier's tax."

"What we would like to do is to add at the end of Section 3246 (as amended by Section 5, Act of March 1, 1879, 20 Stat. 327), the following words:

"Nor shall any special tax be imposed upon manufacturing chemists or flavoring extract manufacturers for recovering tax paid alcohol or spirituous liquors from dregs or Marc of percolation or extraction, if said recovered alcohol or spirituous liquors be again used in the manufacture of flavoring extracts."

"We believe that flavoring extracts are so commonly used throughout the United States that they may be classed as being in the same class with sugar, coffee, tea and other common articles of food. Wherever you find a household you will, as a rule, find flavoring extracts. We believe also that the recent laws permitting the denaturing of alcohol have recognized to a certain degree the distinction between alcohol produced for beverage purposes and alcohol produced for mechanical purposes or purposes other than beverage purposes."

"We would also mention that if alcohol can be recovered without the payment of tax it will result in a reduction in the cost of producing extracts and consequently to a certain extent a reduction in the cost of living, because extracts that can be produced cheaper than they are produced today can be sold to the consumer at a reduced price."

"We believe, in view of this situation, that flavoring extracts ought to be manufactured as cheaply as possible, in order that the consumer will be able to purchase them at as reasonable a price as they can be produced. As the law now stands, manufacturers of flavoring extracts have got to either pay a rectifier's license, or waste a lot of

alcohol by not recovering it from dregs and Marc.

"We believe that if this matter is presented to Congress in the proper way, Congress will see fit to exempt flavoring extract manufacturers from any of the provisions of the Internal Revenue Law, provided they use alcohol recovered for the sole purpose of manufacturing flavoring extracts."

"We feel, however, that it will be necessary to have your co-operation to get this law through Congress and we ask if you will not assist us in this behalf and endorse such a bill as we have referred to herein."

LETTER FROM COMMISSIONER CABELL.

On December 6 Dr. Baer received this letter from Commissioner Cabell:

"Your letter of November 26 was promptly received, but, on account of the fact that this office was at that time very busy in preparing reports and collecting data required to be used in the first few days of the then approaching session of Congress, I was unable to give it the attention that it deserved until now."

"I fear that the matters involved in your letter are not such that this office could with propriety express opinion on, inasmuch as there is involved a reduction of revenue by exempting from the provisions of law a certain class of persons to whom the law unquestionably is at present directly applicable. A certain amount of money must be raised for the conduct of governmental activities and enterprises. To relieve one class of persons from the contribution to this fund collected through taxes is to require that the same amount of money should be collected from or through another class. It is evidently purely a question for Congress to determine whether the benefits to be derived from relieving one class of persons from the burdens of taxation, as reflected in decreased prices to consumers of commodities manufactured by them, more than counter-balances the loss of revenue consequent thereon or more than counter-balances the additional hardship that will be incurred by reason of having to collect the money somewhere else."

"Questions of this kind are purely for Congress to determine and, therefore, comments on proposed legislation of this nature are never made in advance by this office, and when made are confined solely to the administrative provisions contained in any proposed measure. I appreciate most highly your writing to me with respect to the matter and I regret that the circumstances are such that I am unable to reach a conclusion other than that expressed herein."

Dr. Baer, continuing his report, says that he has deferred moving further in the matter in this direction until the new Commissioner of Internal Revenue has had an opportunity to take charge of his office.

The report refers briefly to the rebate on alcohol for export as it is contained in the Underwood Bill. State legislation receives considerable attention.

REPORT OF THE PUBLICITY COMMITTEE.

Mr. Beggs read the report of the publicity committee, which was in part as follows:

"In spite of all that we have accomplished, there must be more publicity to combat adverse criticisms, if we would convince the public that the Flavoring Extract Manufacturers are entitled to their full confidence and commendation."

"We have not obtained the credit to which we are entitled. The public must be rightly informed before we can hope for a changed attitude or a better understanding. Their teaching and training has all been in the opposite direction, and we must, by enlightenment and education, convince them that we are really in earnest. When this is done we will no longer find suspicion and distrust where we have a right to expect confidence."

"Newspapers, magazines and politicians have in the past found our products susceptible to attack, and the overworked words, 'Adulterators, Food Poisoners, and Drug Dopsters,' have such a tenacious hold that they never 'bake out' in a half-baked reporter representing a magazine

or journal whose strong flavor is sensationalism, regardless of how much the facts must be adulterated to obtain the desired notoriety.

"It sometimes happens that politicians, as candidates for public office, have believed the surest way to be elected to office is to play upon the credulity of the public and pledge their untiring efforts to stamp out the food adulterators who are preying upon them for profit. Through their zeal for office, statements are made for which there is not the shadow of an excuse; unreasonable charges pass for facts, and all food manufacturers are defamed and slandered because of the ignorance, as well as the willingness, of the public to believe that adulteration is general, when the real facts show that food adulteration is becoming unusual and exceptional.

"The class of matter necessary to meet these unjust attacks will not always find ready access to the news columns of the papers, but they should be answered, even though it may be necessary to buy space. To do this, food manufacturers should employ an expert who knows how to get a message to the reader. Untruthful statements should be answered in a clear, concise, and truthful way. Admit the facts, even if against us. Permit no exaggeration, but show the people that we are fair and reasonable, and that we are striving with all honesty and sincerity to eliminate and stamp out everything connected with our business that is impure, dishonest, deceptive or unfair.

"If you would abate these conditions, you must by publicity use your prestige where you are known, to defend a competitor, if wrongly accused or misrepresented, though unknown. For every unjust attack upon a business in which you are engaged is a knock against your business. Use that same prestige and publicity against the wilful adulterator, and the result will be gratifying to the honest manufacturers, satisfactory to the public, and mighty unpleasant for the adulterators.

"If a competitor is charged with a technical error, don't, by a smile, a shrug, or a shake of the head, magnify his mistake to the proportion of a crime. The laws which govern our products are so stringent, so varied, so technical, and so numerous, that if any have escaped, it is due more to his good fortune than to his just deserts.

"Your committee has made an effort to impress the members of this Association with the necessity of publicity, like charity, beginning at home. We have found, however, that there is an innate modesty about an extract manufacturer, hitherto undiscovered and quite difficult to classify, which causes him to shrink from anything tending toward publicity. So much so, that our efforts to draw him out were not satisfactory, and although your committee are of the opinion that much could be accomplished by individual effort to change unjust publicity to fair publicity, they believe that the desired results will only be accomplished when the work is placed in the hands of an expert.

"A perusal of the 'Notices of Judgment' will show that nearly 95 per cent. of the cases against the Extract Manufacturers are against those who are not members of this association. This speaks for itself as to the character of this association, but the public have not learned to distinguish between the false and the true, and cannot be expected to do so until they have been rightly informed through the necessary publicity."

An interesting discussion followed regarding the advisability of appropriating a fund to be used for publishing refutations of attacks made on the trade. A motion was adopted instructing the chairman of the publicity committee to subscribe to a press clipping bureau to obtain information regarding articles published against the interest of the association and to determine what means should be used to counteract such erroneous statements.

REPORTS OF STATE COMMITTEEMEN.

Reports were made by the following state committeemen: C. E. Foote, of Jackson, Mich.; G. M. Day, of Milwaukee, Wis.; J. W. Kahle, president of the Crescent Manufacturing Co., Seattle, Wash.

President Sherer called attention to the introduction in Congress by Representative Sabath of H. R. Bill 4653 to

amend Sections 6, 7 and 8 of the Food and Drugs Law. Mr. Sabath wants to amend Section 6, defining the term drug, so as to include cosmetics, hair preparations and dyes and toilet preparations, besides tobacco and other articles.

Section 7, relating to adulteration, provides that an article shall be deemed adulterated, in the case of drugs—

Fourth. If any cosmetic, hair preparation or hair dye, or toilet preparation contain any poisonous or deleterious ingredient.

Section 8 applies the term misbranding to various articles not now included in the provisions of the law.

TELEGRAMS TO SENATOR JOHNSON, AT WASHINGTON.

A motion was adopted that a telegram be sent to Senator Johnson, at Washington, D. C., protesting against a duty on lemon oil and on vanilla beans and that each member of the association on returning home should send a similar telegram to his own Senator and Representative in Congress.

Mr. Weber, of the Chicago Perfumery, Soap and Extract Makers' Association, offered the assistance of that organization in sending telegrams to Washington.

A committee, consisting of Messrs. McCormick, Sauer and Beggs, drafted the following telegram which was at once despatched:

Senator Johnson of Maine, Chairman, Subcommittee Number Three, Finance Committee, United States Senate, Washington, D. C.:

The Flavoring Extract Manufacturers of the United States in convention here today do most earnestly beg that you do not place any duty on Oil of Lemon or Vanilla Beans, for the following reasons:

First—They cannot be produced in this country.

Second—They are used almost exclusively for making flavoring extracts, which are used by the masses of the people and far more by the poorer classes than by the wealthy, as the wealthy can use fresh fruits, which the poorer classes cannot afford to use and which cannot always be obtained in rural districts.

Third—The Extract Manufacturers already pay a very burdensome tax, which is borne by the consumers in the way of Internal Revenue, by reason of the tax on alcohol used. Our tax is two dollars and nine cents on every gallon of alcohol used by us.

Fourth—Extracts are necessities and not luxuries, and the raw materials have always been on the free list.

Fifth—The duty would force manufacturers to make imitation extracts and use less alcohol and thereby the government would lose a large amount of Internal Revenue, which loss would not be offset by the proposed duty.

Sixth—The measure is undemocratic and will bring forth a strong protest from millions of consumers all over the land and in the end the government will lose far more than it will gain by the imposition of such a duty.

S. J. SHERER, President.

In the absence of John L. Clawson, first vice-president, his address on "Where Do We Get Off?" was replaced by the reading by R. E. Heekin of an article entitled "Where Is the Profit?" by Mr. Clawson. An interesting discussion followed in which the members compared costs of manufacture, etc.

A telegram was read from Paul Rieger & Co., San Francisco, giving best wishes from the Pacific Coast and announcing that S. H. Tyler & Son, San Francisco, and the Dwight-Edwards Co., of Portland, should be added to the membership roll.

Mr. McCormick announced that the association has been requested to send five delegates to a convention at Atlantic City on June 6 at which various industries would outline a policy regarding variations, tolerances and exemptions to

be asked under the new Federal Weights and Measures Law. It was decided to send only one delegate and Mr. McCormick was chosen.

G. M. Day, of the auditing committee, reported that the financial accounts had been audited and offered suggestions regarding the keeping of the accounts. It was decided to adopt the recommendations in a general way.

ADDRESS BY THOMAS E. LANNEN OF CHICAGO.

Thomas E. Lannen, of Chicago, counsel for the association, delivered an interesting address, in the course of which he said:

"Now what I consider the real legal work of this association is the keeping of the members of the association out of trouble. Not getting them out of trouble when they get in, *but keeping them out*. This is the legal work of the association. This I have found from work that I have done in the past in other associations, that there is only one way that this can be accomplished, and that is by getting the members of the association to realize that there are Food Laws in existence, and that they do not know all that is contained in those laws. Some members and some manufacturers think they know what the Food Laws provide for, and even though they belong to an association, even though they are paying dues, even though they are entitled to legal advice, they never seek it, they never take advantage of it until they are in trouble, and usually when they get into trouble, it is then too late to help them.

"Now, in regard to the matter of prosecutions—sometimes prosecutions are brought by the State officials or by the Government officials and they are justified—fully justified. Sometimes prosecutions are brought and they are not justified. It has always been my stand that a case ought to be defended if the manufacturer is right; but if the manufacturer is in the wrong, the case ought not to be defended, because nine times out of ten, if the manufacturer is the wrong, he is going to lose anyhow. If a manufacturer is in the right he should be defended. Now, then, when a member of this association gets into trouble, the first thing he should consider is whether his case should be defended or not. He should find out whether there is a chance to win the case or not, and that is a very serious matter, with regard to Government cases especially.

"No manufacturer can afford to rush into a Government case unless he is almost absolutely certain of winning. If he loses he will have to pay a fine; but the question of fine is a very small item under the National Food Law. The maximum penalty for a first offense is \$200, and that isn't enough to bankrupt any manufacturer. He can fight if he wants to, so far as the fine is concerned. But it is the question of costs that is to be reckoned with in dealing with a National Food Law case, for the law provides that in all of these cases the Government is entitled to collect as costs the actual traveling expenses of all its witnesses.

"Another point, if you are going to fight one of these cases against the Government experts, you must have experts to defend you, and these experts charge from \$50 to \$100 a day, and you must have them if you want to put up any kind of a proper defense, with a chance of winning. Therefore it is very important to determine whether the case should or should not be defended; and the members of this association should be very careful about getting into a case against the Government, even though they may be right, or even though the Government may be bringing a case that is technical in the extreme.

"Conditions have been such under the enforcement of the National Food Law that if you won your case, after spending two or three thousand dollars defending it, you might have to turn around and defend yourself again on the same charge and fight it all over again. I don't know of any way to deal with this situation, except to try to induce the officials to be reasonable; and I must say that the officials who are in Washington now seem more inclined to be so, while, in my opinion, some of the officials who were there the last few years were not, and I told them so many times and do not hesitate to say it now. They were not reasonable in many ways, but there is a tendency down there now to be reasonable, and I think the

time is not far distant when no one will be in a position to criticize the officials in Washington, and I think we should all suspend judgment on these present officials until we see what they are going to do. I think that in the future the cases brought by the Government will be cases with some real point at issue, something that ought to be settled, instead of technicalities and cases that settle nothing.

"Another form of legal work that your president has under consideration and has taken up with me is the matter of getting our information in the form of pamphlets, regarding laws affecting the products which are put up by the members of the association. Take, for instance, a pamphlet of lemon extract, and in that pamphlet point out all the requirements of the different States, starting with Alabama, right down, so that you can see at a glance exactly what the requirements are in the different States. Then take vanilla extract and other products and deal with them. That work has not yet been done; it will require a great deal of digging to get that information out of the laws and put it into such form that you can understand at a glance. We are going to go at it as soon as we possibly can, and our idea will not be to quote the law, but merely to make clear statements as to what is allowed in the various States and what is prohibited, so that you can tell in a minute what kind of goods to ship into each State.

"I do not know whether you have any idea of the amount of legislation before us. There have been about 300 Food Laws introduced since January 1, and we have sent out nearly a thousand opinions on these laws, so you can judge for yourselves that this must take up a lot of time.

"The Net Weight and Measure Bill that has been passed by Congress will not go into effect until September 3, 1914, and any goods packed in package form prior to that time are exempted under that law. But you should keep it in mind in getting new labels, because if you are going to have a stock of labels on hand on September 3, 1914, that have not yet been put on packages, these labels will have to be corrected unless they have net weight or measure on them."

Mr. Lannen in the course of his address gave much detailed information and pointed out various conditions clearly and comprehensively. In finishing he called attention to the meeting in New York on June 9 of the committee to formulate regulations under the new Federal Weights and Measures Law. He suggested various points which should be considered by the committee, such as the question of specific gravity in connection with liquid measurements.

DISCUSSION OF MR. LANNEN'S ADDRESS.

Inviting questions, Mr. Lannen then took part in a profitable discussion of food and drug laws. One of the members started it by asking the lawyer a question regarding the constitutionality of regulations adopted pursuant to certain laws.

"The regulations usually are valid," replied the counsel. "If the law amounts to a prohibition it usually is unconstitutional, for if a product is wholesome its sale cannot be stopped. The ordinary judge will not condemn labels that comply with the spirit of the law. Regulations sometimes are condemned when they are unwarranted and too restrictive. You should keep in mind the fact that on labels all separated statements must be in such a place as to attract attention when the wording is being read by the consumer. This is especially true of sticker additions to labels.

"The Government contends," continued Mr. Lannen, "that an extract made from vanillin is not an extract but a solution. It is all right to call it artificial or imitation, however. A test case may soon be begun to determine this question. I maintain that the use of the word *extract* is no fraud upon the consumer. The test is: 'Will the consumer refuse to buy it if told it is a solution and not an extract?'



Fourth Annual Banquet, Flavoring Extract Manufacturers' Association, Hyde Park Country Club, May 29, 1913.

Does it work a real fraud on the consumer? I contend that it does not. But anyway it is not important enough to fight about. Just call it Vanillin flavor."

Q.—Are you willing to examine labels?

Mr. Lannen—I will do the best I can. If the members will send their labels to me I will keep pegging away at them and do the best I can.

Replying to a question by Mr. Long:

Mr. Lannen—I am in favor of prevailing upon the Government officials to take up with this association any practices which are deemed objectionable by them. If the association gets the practices stopped litigation will be avoided and just as much will be accomplished.

For instance, take the matter of Easter eggs. The Government officials discovered that the confectioners used three-quarters of a grain of talc on them and a prosecution was begun. We tried to get the cases dismissed, promising to stop the practice, although it was not in violation of the regulations. The Government refused to consider the offer. The result was that the Government was beaten anyway, and meanwhile the confectioners had stopped the objectionable practice.

The confectioners have asked the new Board of Food and Drug Inspection to go to the association with information about any practices that may be considered objectionable and give the association a chance to stop the same or fight. I think this association ought to do the same thing. The board can notify the president of the association and request him to get the members to stop the practices.

Mr. McCormick—All of our members want to obey the law, so far as we know. If there are any others let them get out. Dr. Alsberg has said: "Now that the law is so plain you should all keep out of trouble." I must say that Dr. Alsberg seems to be constructive and not destructive in his methods.

PAPERS READ ON A VARIETY OF TOPICS.

Interspersed through the sessions were several timely and comprehensive papers upon subjects of interest to the members. In addition to those noted elsewhere in this report there were the following:

"Factory Efficiency," by Colonel Charles F. Hake, Jr., general manager of the Heekin Can Company, which was followed by a discussion of the problems treated.

"Credit," by O. S. Larkby, assistant secretary Edwards Manufacturing Company, Cincinnati.

"Psychology of Business," by Dr. B. B. Breese, professor of psychology, University of Cincinnati, in which he illustrated how science may be applied by business men in the selection of employees and in the management of their trade and other affairs.

"Freight," by Guy M. Freer, Chamber of Commerce.

"Sales Management," by L. T. Milnor, of the Western Electric Company.

REPORT OF COMMITTEE ON RESOLUTIONS.

Mr. Beggs read the report of the committee on resolutions. Thanks were voted to Mr. McCormick, for his work for the association; to the officers of the last year; to the Sinton Hotel management; to the entertainment committee. Other resolutions adopted included the following:

That the new attitude of food law officials at Washington in assisting manufacturers to comply with the law is welcome and appreciated.

That wording of notices of judgment be changed so that acquittals will not look like convictions.

That food regulations be changed to permit the use of some harmless yellow color, preferably tartrazene, in addition to naphthol yellow S.

That a food acts amendment be urged giving accused manufacturers the right to a preliminary hearing as a condition precedent to starting a prosecution.

That legislation requiring dates on labels of extract products be opposed as unnecessary.

That one cent letter postage be endorsed.

That the postal officials be asked to amend the rate

regulations to provide for fractional division between one and two pounds and between four ounces and one pound.

That we earnestly petition our Congressmen that if it is necessary to place a duty on spices that they differentiate between the whole and the ground spices at least 30 per cent. and put our domestic grinders on an even footing with those abroad, and that if this is not done it will cut out and destroy the spice grinding industry in this country, and that we believe such articles as are used for cheapening spices, such as pepper hulls and other cheapening substances, should be taxed a higher duty than the pure and first-class products.

The resolutions were adopted and a vote of thanks was extended to the committee.

It was voted to continue membership in the National Chamber of Commerce at Washington.

J. Frank, of the committee on nominations, made a report and the ticket proposed was enthusiastically elected. The new officers will be found on page 84.

F. E. Dixon made a report for the committee appointed to get facts pertaining to the Federal Net Weights and Measures Law and the same was accepted. Dr. Baer presented a table of allowance issued by the New York authorities.

Various cities invited the association for next year's meeting, including Jacksonville, Fla., but the matter on vote was left to the executive committee.

Banquet at the Hyde Park Country Club.

The fourth annual banquet of the association was held on May 29 at the Hyde Park Country Club and the members and guests enjoyed an appetizing menu which served to whet their interest in the after coffee programme. J. J. Heekin was a graceful toastmaster and introduced the speakers with a flourish which set them and their subjects at once in an atmosphere of close attention.

"The Reasonableness of Law as Applied to Business" was the topic of Bernard C. Fox, who repelled current criticism of courts and laws. He declared that the people, as a whole, are not to be trusted to make changes in the laws which are required by the modern development of the country. The questions of the hour, he urged, must be solved by men of calm and wise judgment, after a period of mature reflection. Mr. Fox branched away from his subject to attack progressive political policies.

Mr. George Buhr, of the Buhr-Pfaff Candy Co., Cincinnati, is a character artist of no mean ability, and he entertained the banqueters very highly when he made his appearance as a drunken tramp intent on breaking up the gathering. There were none present that could be deceived; but the illusion was perfect. After the preliminaries had been gone through Mr. Buhr sat down at the piano and reeled off in easy fashion many of the popular melodies of the day, and after a few remarks of cheering humor, saying in finishing: "A convention is one of those things where everybody gets chucked together in a crowd and goes home and says, 'What a good time we had for \$2.'"

Richard Crane, of the Cincinnati office of R. G. Dun & Co., spoke on "The Ethics of Business." His enunciation was beautiful and his sentiments were warmly received. Ethics he defined as the science of morality. Business now covers the entire scope of man's efforts. The get-rich-quick era has vanished. Luck has been swept from the pedestal. At the same time the doors have not been closed to ability. On the contrary rare ability and the power to

do something and do it well were never so much sought as they are today. Mr. Crane enumerated the essentials of success today as follows: Tact, Energy and Principle.

The toastmaster called upon Louis Spencer Levy, Editor of this journal, who spoke briefly on co-operation and its manifold benefits.

President Sherer then took the chair and spoke felicitously. Soon afterward the banqueters departed for the city, much pleased with the entertainment provided for them at the Hyde Park Country Club.

THE SOCIAL FEATURES OF THE CONVENTION.

All those who attended the conventions of the past have always been impressed by the excellent arrangement that had been made for the entertainment of the visitors; but all previous efforts were surpassed at Cincinnati.

In the first place the Entertainment Committee discarded the old theory that no opening should be left for visitors to do as they please, and consequently they arranged something of interest for the three nights.

Following the session on Tuesday afternoon, the 27th, all the delegates and visitors were taken on an automobile tour through Cincinnati's many beautiful residential sections, winding up at Metz's Garden, where a very substantial and tasty dinner was served. Mr. Metz, the pro-



THE 12:10 CLUB: MR. TOENNIES, MR. WASHBOURNE, MR. W. A. BUSH AND THE EDITOR.

prietor, is a German from the Rhine, and he is carrying out the traditions of his ancestors, by raising grapes for wine making on the slopes of the hillside at the back of his place. The wine is of very excellent quality and quite mild, and served only to exhilarate the diners, but not unduly. Instead of speeches after the dinner there were short stories, and several raconteurs were developed who had not been suspected of any special ability in the art.

On Wednesday night a beefsteak dinner was given at Wiedeman's German Village, at Newport, Ky., just across the river. At this affair the wives and daughters of several of the Cincinnati members were present, and also Mrs. Beggs, the wife of the new secretary. Musical selections were rendered by a colored quartette, locally known as Pork Chops, and a very excellent exhibition of ventriloquism given by Mr. M. F. Platt, of the Woodrow-Bradley Company, a local stationery house. He is purely an amateur, but fully the equal of many a professional we have seen. He was well posted on some of the members, and

many of his sallies had very pointed reference to some of their physical or temperamental characteristics.

The "German Village" is a reproduction of the dining hall of an old German Castle, with its beamed ceiling and brick floor. The Village is usually closed for the season on May 1, but was opened on May 28 especially for the convention. The potatoes served were wrapped in brown paper and baked in aromatic pitch, giving them a unique and extremely agreeable flavor; and the beer—well, it just flowed from taps in the wall, and no guest, even from the Beer Belt, was able to make much of an impression on those vats.

On Thursday night the banquet was held at the Hyde Park Country Club, which is beautifully situated in a suburb. Our photograph gives an excellent idea of the appearance of the hall. Following the banquet an informal au revoir party was held in the Cuvier Press Club, and we were fortunate enough to get a good flash light photograph. At the time that this photograph was taken all those present were engaged in an earnest discussion of flavors of various extract samples, which will be noted in the glasses on the tables around which the party was gathered.

Several of the members left Cincinnati on Thursday night, while others stayed over till Friday, one of the groups being that which the editor took on his homeward trip. A photograph was taken during a short stop at Dayton, Ohio, and any one can readily see that in spite of the heat, we managed to make ourselves very comfortable.

Everyone who attended the convention of this association understands the sentiment that the greatest benefit flows from the spirit of camaraderie that develops when men get together, and learn much to their liking that their competitors are very reasonable beings. Many are prone to the belief that the fellow who gets an order away from him is a veritable scoundrel; but when he learns to know him and to discuss in a frank and rational way the common problems he is very apt to come to the same conclusion as Kipling, who said: "The Colonel's lady and Judy O'Grady are sisters under the skin."

Active Members Present.

Blanke-Baer Chem. Co., St. Louis, Mo.
Dr. Samuel H. Baer.
Cannon Bros. Ext. Co., Jacksonville, Fla.
Frank A. Cannon.
Cotton Perfume & Extract Co., C. L., Earlville, N. Y.
F. P. Beers.
Crawford & Co., W. H., Baltimore, Md.
J. B. McDevitt.
Cumberland Mfg. Co., Nashville, Tenn.
J. M. Hayes.
Day-Bergwall Co., Milwaukee, Wis.
G. M. Day, E. A. Bergwall.
Foote & Jenks, Jackson, Mich.
C. E. Foote.
Frank Tea & Spice Co., Cincinnati, Ohio.
Jacob Frank, Emil Frank, Charles Frank, J. M. Harney,
J. C. Helmsdorfer.
Fries & Bros., Alex, Cincinnati, Ohio.
R. G. Fries, Alfred Springer, Jr.
Hallock-Denton Co., Newark, N. J.
F. S. Muchmore.
Heekin Spice Co., Cincinnati, Ohio.
Robt. E. Heekin, F. E. Dixon, Harry K. Lewis, Harry T. Lewis, H. E. Heekin.
Hurty-Peck & Co., Indianapolis, Ind.
G. J. Hurty.
Jennings Mfg. Co., Grand Rapids, Mich.
C. W. Jennings.

McCormick & Co., Baltimore, Md.
 W. M. McCormick.
 Newton Tea & Spice Co., Cincinnati, Ohio.
 C. L. Newton, B. G. Burke, G. P. Kearns.
 Parke & Co., L. H., Philadelphia, Pa.
 S. F. Erwin.
 Pittsburgh Food Products Co., Pittsburgh, Pa.
 James L. Klingensmith.
 Pure Food Co., Cincinnati, Ohio.
 Lee Kaufman.
 Rieger & Co., Paul, San Francisco, Cal.
 Alfred F. Spohn.
 Roosa & Ratliffe Chemical Co., Cincinnati, Ohio.
 Frank J. Roosa, W. C. Ratliffe.
 Royce Co., The Abner, Cleveland, Ohio.
 S. S. West.
 Sauer Co., C. F., Richmond, Va.
 C. F. Sauer.
 Sethness Co., Chicago, Ill.
 Edward Long.
 Sherer-Gillett Co., Chicago, Ill.
 S. J. Sherer.
 Stuart & C., C. H., Newark, N. Y.
 C. H. Stuart.
 Styron, Beggs & Co., Newark, Ohio.
 F. L. Beggs.
 Ullmann, Dreifus & Co., Cincinnati, Ohio.
 R. S. Ullmann.
 Weber & Co., Edgar A.,
 Edgar A. Weber.
 Wegener & Co., Theo. A., Columbus, Ohio.
 Theo. A. Wegener.

Associate Members Present.

American Trading Co., New York.
 J. F. Kilbourn.
 Armstrong Cork Co., Pittsburgh, Pa.
 John L. Hawkins (Cincinnati).
 Barrett & Co., M. L., Chicago, Ill.
 Geo. E. Davis, W. H. Shellman.
 Berghausen Chem. Co., E., Cincinnati, Ohio.
 E. Gromme, Henry Kassens.
 Bush & Co., Inc., W. J., New York.
 W. A. Bush, R. S. Swinton, Edgar A. Weber.
 Chiris Co., Antoine, New York.
 R. H. Lingott.
 De Laval Separator Co., New York.
 N. I. Malmstrom.
 Dodge & Olcott Co., New York.
 Henry J. Beck (Chicago).
 Fritzsche Brothers, New York.
 B. F. Zimmer, Geo. L. Ringel.
 Heine & Co., New York.
 F. E. Toennies.
 Illinois Glass Co., Alton, Ill.
 C. S. Stewart, E. G. Benecke (Cincinnati).
 Limbert & Co., J. N., Philadelphia, Pa.
 J. N. Limbert.
 Marquardt & Co., Inc., H., New York.
 Chester A. Smeltzer.
 National Aniline & Chemical Co., New York.
 B. C. Blowney (Cincinnati), J. E. Wolfe, J. H. Neumann (Chicago).
 Thurston & Braidich, New York.
 A. D. Smack.
 Union Distilling Co., Cincinnati, Ohio.
 Harry Drinkuth, George A. Dieterle, Jr.
 Van Dyk & Co., New York.
 S. Isermann.
 Washbourne & Co., Inc., F. L., New York.
 F. L. Washbourne.

Visitors Present.

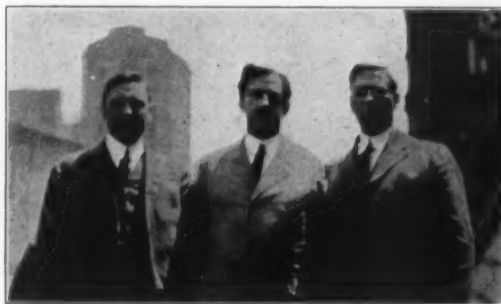
Thos. E. Lannen, Lannen & Hickey, Chicago, Ill.
 Wm. F. Schnake, John D. Parke & Sons Co.,
 Cincinnati, Ohio.
 Col. Chas. F. Hake, Jr., Heekin Can Co.,
 Cincinnati, Ohio.
 B. P. Silver, F. B. Chamberlain Co., St. Louis, Mo.
 George A. LaVie, Standard Alcohol Co., New York.
 Louis Spencer Levy, Editor of this journal.

FEDERAL NET WEIGHT LAW HEARINGS.

On June 9 and 10 hearings were held in the New York Custom House by the Government committee appointed to prepare regulations for the enforcement of the new Federal Net Weights and Measures Law. The regulations are in charge of three Government departments, Agriculture, Treasury and Commerce. The first was represented by Dr. Carl L. Alsberg, chief of the Bureau of Chemistry, who is chairman of the committee; F. M. Halstead, chief of the customs division, represented the Treasury, and L. A. Fisher, of the Bureau of Standards, represented the Department of Commerce. Dr. A. S. Mitchell, of the Food Inspection Board, acted as secretary of the committee.

Practically all of the first session was given over to the consideration of the regulations affecting dried and canned fruits. A number of wholesale grocers, jobbers and representatives of trade associations urged the committee to draft regulations which would harmonize with the New York and other State laws. Much was said about "uniformity."

Charles Wesley Dunn, attorney for the American Specialty Manufacturing Association, appeared in behalf of the National Food Committee, a new organization formed



NET WEIGHT LAW COMMITTEE: (LEFT TO RIGHT) MR. FISHER, DR. ALSBERG AND MR. HALSTEAD.

in Atlantic City on June 6, following the close of the National Wholesale Grocers' Association convention. He said the aim of the committee is to unify the efforts of leading associations in promoting uniformity in food legislation. Mr. Dunn said the association would be glad to co-operate with the committee in helping it to decide upon satisfactory regulations.

Dr. Alsberg submitted two forms of a regulation respecting marking; one requiring the statement of net weight to be printed on the top of a package, and the other calling for the marking of the contents in a conspicuous place on the label close to the name of the product. These forms will be discussed, and many manufacturers have promised to file briefs outlining their views.

The committee has not yet decided whether it would draft tentative regulations to be used as a basis for comment and criticism or whether it would gather all available data and suggestions and then promulgate the rules.

There will be no other hearings outside of Washington, in which city the Flavoring Extract Manufacturers' Association will have a hearing.

HEARINGS ON THE PERFUMERY TARIFF SCHEDULE BEFORE SUB-COMMITTEE NO. 3, OF THE FINANCE COMMITTEE OF THE SENATE

On May 24, 1913, a committee of the Manufacturing Perfumers' Association, consisting of Theodore Ricksecker, chairman of the Legislative Committee; D. H. McConnell and Clayton Rockhill, appeared before a sub-committee of the U. S. Senate consisting of Senator Johnson (of Maine), chairman; Senator Hughes (of New Jersey), and Senator Smith (of Georgia).

A brief, accompanied by a petition signed by over 200 American manufacturers of perfumes and toilet preparations, whose signatures were secured by us from some of the subscribers to this journal, was presented by Mr. Ricksecker, and it was substantially along the lines of the brief that had been presented by the same gentleman to the House Committee on Ways and Means, and was supplemented by a letter to Senator Hughes in which Mr. Ricksecker went into more detail.

The three gentlemen, representing the association, made a special plea to have eight certain raw materials placed on the free list, on the ground that they were vitally necessary in the manufacture of perfumes in the United States. These eight materials are as follows: Musk, civet, enfleurage grease, primal floral essences, otto of rose, oil of jasmine, oil of neroli, and oil of bergamot.

Of these eight products those which are of greatest importance to the perfumer, are, of course, enfleurage grease, primal floral essences and otto of rose.

After the presentation of the brief, a colloquy ensued, which was participated in by the three Senators, the three representatives of the association, and Dr. Herstein, chemical expert for the Treasury Department, who had been delegated by the Secretary of the Treasury to assist the Senate and House Committees to a proper understanding of the technical features of the chemical schedule.

Mr. Ricksecker: Mr. Chairman, I am the chairman of the Legislative Committee of the Manufacturing Perfumers' Association of the United States.

Senator Johnson: I think we had the pleasure of hearing you before; did we not?

Mr. Ricksecker: Yes, sir.

Senator Johnson: You were before us with a brief?

Mr. Ricksecker: Yes, sir. One of our questions is that of free raw material. The proposed changes in our paragraphs, 47 and 50 of the chemical schedule, are not for tariff revision downward, but for increasing the revenue by taxing all our raw materials 20 per cent., which are now free and have been for over 25 years. It is based on a misapprehension.

The questions that have been disturbing the minds of our friends in the House have called for an extended statement, which is embraced in this plea; and I must ask you please to allow me to go over the points that are most seriously involved in their minds.

Senator Johnson: Just a moment; I should like to get before you what I would like to know. I do not know about the others, but I speak for myself. The House has put upon the dutiable list, with the idea of getting a revenue from them, a lot of these oils which have always been upon the free list.

Mr. Ricksecker: Yes, sir.

Senator Johnson: The perfumery manufacturers use these oils as their raw materials; but the House say they have left you plenty of manufacturing margin above this duty upon your raw materials, because they have given you a pretty high duty upon perfumeries, and that you are not going to be hurt, because, taking this added duty upon raw materials, your duty is so high that you will have a large manufacturing profit there which will sufficiently protect you. I should like to hear you upon the point as to how you are left with the duties on your raw materials and the duty on your finished product.

Mr. Ricksecker: In answer to that I will state, first, that we are

forced to import these raw materials. They are not available in this country.

Senator Hughes: That is the reason the House put a duty on them.

Mr. Ricksecker: It is not a case where the materials can possibly be produced here, because the Bureau of Plant Industry here have determined that it is not possible.

The reasons we are handicapped under this proposed law are, first, that we are treated disadvantageously and discriminated against in raw materials. For instance, take the silk industry; they have raw silk free, and they have ample protection on the manufactured article.

Senator Johnson: Paragraph 49 provides a duty for perfumery, including cologne and other toilet water, etc., containing alcohol, of 40 cents per pound and 60 per cent. ad valorem, and on perfumery not containing alcohol it is 60 per cent. ad valorem.

Mr. Ricksecker: Yes.

Senator Johnson: That is a pretty high rate of duty. The duty upon all of these small articles that you use, these oils, without going through all of them in detail, is 10, 12 and 15 per cent., is it not?

Mr. Ricksecker: Twenty per cent.

Senator Johnson: And your average duty is from 60 to 70 per cent., with a margin of 40 or 50 per cent. to cover your cost of manufacturing.

Mr. Ricksecker: That is not correct.

Senator Johnson: It is not so much as that. That is only on perfumery containing alcohol.

Mr. Ricksecker: It is about balanced when you come down to it. We pay a revenue tax to the Government of one and a half million dollars, at the least calculation, in an industry which has an output of five millions. At the best calculation we can make, that means 30 per cent. on our raw material in revenue that the Government gets out of us in the alcohol tax, because we must use refined alcohol. Now, the plea has been made—

Senator Hughes: Pardon me; the only change that has been made from your language in the proposed bill is the imposition of these new duties on all those raw materials.

Senator Johnson: The perfumery duties are changed, too.

Senator Hughes: I see the change—60 per cent. ad valorem.

Senator Johnson: The old one was 60 cents per pound and 50 per cent. The new one is 40 cents per pound and 60 per cent.

Senator Hughes: I presume both of those specifics were to take care of the alcohol.

Dr. Herstein: The specific duty under the old law is very much too high to compensate for the internal revenue tax on the alcohol. Forty cents per pound would come very much closer to the right duty on alcohol than the old 50 cent. rate.

Senator Johnson: And the ad valorem duty has been increased from 50 per cent. to 60?

Dr. Herstein: From 50 to 60. The net effect of it would be that perfumery which carried under the old law an average ad valorem rate of about 71 per cent. is actually increased to 74 per cent. under the proposed law.

Mr. Ricksecker: The calculations of the total rate of duty on imported perfumes have varied from 66 to 71 per cent. The proposed bill will make a very slight difference. The calculations that I have made personally by weighing the goods and making an honest calculation of cost would amount to probably an increase of 2 per cent. The alcoholic tax being 30 per cent. on the product, if you put 20 per cent. more duty on our raw materials, which have been free for 25 years under all kinds of administrations, we will have to contend with a total tax of about 50 per cent. on our cost of manufacture. I know of no other industry that is so taxed. I know of no other industry that has a duplication of taxes.

The plea has been made to me personally that there are certain of these oils that do not go much into perfumery, and consequently they are not subject to the alcoholic tax. That is true; and we have prepared, if we may be allowed to offer it, a suggested compromise upon that basis, whereby we would cut down the oils and materials which we must have in the perfumery business, and which we cannot get anywhere but by importing them, from a matter of 30 down to about 8, and would give you a good share of additional revenue, because the other oils that go into soaps, and so on, do not contend with the alcohol tax as our goods do.

I have been in business a great many years, and I am the confidante of a great many manufacturers. I know, gentlemen, as between men, right here, that the average perfumer of this country will be satisfied with 10 per cent., and give 90 per cent. of his profits to his work people, salesmen, and promotions. I am not speaking here for buncombe, but from cold facts. I know about these things from the balance sheets of a good many houses. The misapprehension is that everything pertaining to our business is very profitable. But the records of the agencies show that there are very few houses that have made money out of those that I present to you. Their incomes are very modest; they are very energetic in their work; the houses are scattered all over the Union, and they are contending against a great deal of prejudice in favor of foreign goods. The foreign goods for 1911 increased in consumption in this country 28 per cent. in spite of that duty. We pray for consideration of the salient facts which are made in this

brief, and which have been lightly touched on here. I do not think it was fair to single out our industry for a new sacrifice.

Senator Smith: It has not been done. Your duty is left higher than it was before, and they have only put a small duty on some of your raw materials.

Mr. Ricksecker: Senator, the calculations of cost show that the importations will cost but a very trifling amount more, hardly more than 2 per cent., according to calculations that we have made in New York, while the cheaper goods will be allowed to come in because of the lower rate of the specific duty.

Senator Smith: We leave over 70 per cent. tax on foreign products coming in here.

Mr. Ricksecker: But the misapprehension is that our industry is unduly protected, when in reality—

Senator Hughes: Nobody is looking at your industry from a protective standpoint. They are looking at it purely from a revenue standpoint. If it were not for revenue they would have made a much more drastic cut than that, in my judgment. It was for revenue purposes that they laid such a high duty on it.

Senator Smith: If we were not looking at it from the revenue standpoint we would take the tax off the raw material and put your tax on the manufactured product at about 25 per cent., probably.

Senator Hughes: Twenty-five or 30 per cent.; that is what we would do.

Senator Smith: A 74 per cent. duty is enormous.

Mr. Rockhill: We have not got it. It only appears so to you. It will be proven that it is not there.

Mr. Ricksecker: It is a phantom in the minds of some people.

Mr. Rockhill: It is not there. You charge it right back again. They pay it all back to you on the alcohol and in the adding of the 20 per cent. to the free raw materials which they originally had, and in the difference in the labor in France and the United States.

Senator Hughes: That is the usual argument, but it is there; they get 60 per cent. ad valorem in plain language.

Senator Smith: They get 60 per cent. ad valorem, and then they get an allowance for the alcohol.

Senator Hughes: Yes. Now, if there is anything unjust about the alcohol allowance—

Mr. Rockhill: We do not get an allowance for the alcohol.

Senator Smith: They get an allowance on the alcohol equal to our internal revenue tax on it.

Senator Hughes: Yes.

Senator Smith: We tax the alcohol coming in—

Senator Hughes: They have to pay for all the alcohol they put into it, and that tax they are allowed for coming in, so as to put the foreigner who brings in alcohol on the same basis as the domestic manufacturer.

Senator Smith: So as to tax the alcohol coming in exactly the same as they pay as an internal revenue tax.

Senator Smith: The foreigner coming in has got to pay as much as you had to pay into the United States treasury; at least, that is the theory.

Senator Johnson: The 40 cents per pound is to cover that. It used to be 60, but they reduced it to 40, and Dr. Herstein says that more nearly equals it.

Dr. Herstein: Does Mr. Ricksecker mean to contend that the countervailing duty of 40 cents is not sufficient to cover the alcohol tax?

Mr. Ricksecker: I say that the proposed bill, with 20 per cent. additional tax on our raw materials, will raise our taxes to 50 per cent. on our costs. You have, then, 70 per cent. duty, and we have 20 per cent. to make up the difference in our cost of labor, which is nowhere near what the difference is.

Senator Smith: It is 40 cents per pound for the preparations containing alcohol and 60 per cent. ad valorem; so that, dropping out the alcohol, you have left a 60 per cent. duty.

Senator Hughes: And he has duties upon his raw material of 20 per cent.

Senator Smith: Yes.

Mr. Ricksecker: But the total costs of goods imported and the rate charged under the present law have not exceeded 70 per cent. all told.

Senator Hughes: I do not understand the argument.

Senator Smith: Of course the raw material you have to pay 20 per cent. on is not anything like all of your substance; it is only a small part of it. If it were all of it, you would have 40 per cent. still to your credit; and as it is only a small part of it, you have probably 55 per cent. left to your credit.

Mr. McConnell: The 20 per cent. on the raw materials is on practically all the material we use except the spirits.

Senator Smith: Anyhow, you have over 40 per cent. left.

Mr. McConnell: The way this tariff works out is that on the high-priced goods it figures out all right; but when we figure it on every dollar's worth of perfume or toilet water that we sell, it is a different thing. The American manufacturers do not sell, as a rule, the same grade of goods, or as much of the high-priced goods, as are sold here of the imported goods. It is only the high-priced goods that come in here. The cheaper goods that are used here are goods that are made here; so that when we sell a dollar's worth of goods here, perfumes or toilet waters of our own make, 30 cents of that goes to the Government. That is 30 cents of the retail price or the wholesale price.

Senator Smith: Or, rather, you have paid 30 cents more for the alcohol than it would have cost but for the internal revenue tax on it?

Mr. McConnell: Yes.

Senator Smith: Your alcohol costs you 30 cents more?

Mr. McConnell: Thirty per cent. of our sales, not of our costs; 30 per cent. of our sales. We sell in this country about \$5,000,000 worth of perfumes and toilet waters, and of that we pay into the Government for internal revenue about \$1,500,000.

Senator Smith: Thirty cents of that dollar's worth is for alcohol?

Mr. McConnell: Thirty cents of that goes back to the Government; not for alcohol, however. We pay for the alcohol, besides.

Senator Smith: Well, it goes to the Government for the internal revenue tax on alcohol.

Mr. McConnell: Yes.

Senator Smith: Now, if anybody else brings in a dollar's worth that has the alcohol in it, there is a 40 cent duty on it, and then, in addition to that, there is 60 per cent. duty ad valorem.

Senator Hughes: Every consumer of alcohol labors under the same disadvantage.

Senator Smith: Yes.

Senator Johnson: You say the production in this country is about \$5,000,000?

Mr. McConnell: That is what we estimate it is, as nearly as we can get at it.

Senator Johnson: Our importations in 1912 of perfumery, etc., containing alcohol, were \$738,100.

Mr. Rockhill: It is increasing very rapidly.

Senator Johnson: Let me see. It was \$582,000 in 1910, and \$534,000 in 1905, and \$337,000 in 1906.

Senator Smith: What amount of labor do you pay for in this dollar's worth of perfumery? About how much labor is there?

Mr. McConnell: Mr. Ricksecker has figured that out; I have not.

Senator Smith: I should be glad to have either of you tell us.

Mr. Ricksecker: I cannot say that there is any specific amount. I cannot give the amount.

Senator Hughes: It is pretty hard to get at, is it not?

Mr. McConnell: Yes, it is, because some goods cost more than others.

Mr. Ricksecker: There is such a variety of goods.

Senator Smith: Would you say the labor is about 30 per cent.?

Mr. Ricksecker: There is 30 per cent., anyway, in labor; is there not?

Mr. McConnell: Yes; I should say so.

Senator Smith: If your labor is 30 per cent., we have put a tariff duty on it which is twice as much as all your labor.

Mr. Rockhill: You have not taken into consideration advertising and things of that kind.

Mr. Ricksecker: There is one disadvantage—the tariff has not anything to do with it; it is a condition that actually exists.

For instance, one of our good perfumers from the West only a short while ago was in New York with his wife. He makes a good quality of goods—just as good as are made in this country. He and his wife were in a drug store in New York, and a lady came in there and walked up to the counter—a very nicely dressed lady, one of these stylish ladies—and asked the clerk for a certain brand of imported goods. This perfumer's wife stood right behind her; she could not just get the name, and when the lady stepped out she walked up to the clerk and said: "I want a bottle of that same perfumery that other lady bought." Now, they are French goods, and the trouble with our American people is that they will pay more money for the French goods; they will buy them in preference to the American goods, and will pay more money for French goods of the same value every time.

Senator Johnson: We export some perfumes, do we not?

Mr. Ricksecker: Yes; but there is very little exported from this country.

Senator Johnson: About as much as we import—just about the same.

Mr. Ricksecker: Yes, but the perfumery that is exported is largely Florida water.

Mr. Rockhill: It goes to South America.

Mr. Ricksecker: It is largely Florida water and goods of that kind; not what we call perfumes.

Senator Smith: What is Florida water made of?

Mr. Rockhill: It is made from essential oils and alcohol. There is a concern in San Francisco which has a big trade with China in Florida water. They ship lots of Florida water to China.

Mr. Ricksecker: I have analyzed the Government statistics, and I find that they are composed of everything bearing upon the toilet.

It is not perfumery; it is soap—tar-soap, even, is included in the statistics, and talc powder. The statistics are misleading for that reason.

Senator Johnson: The investigations made by the Tariff Board, which we have here in their glossary, when they were considering the chemical schedule, show that they found according to the census figures in 1905 that the amount of production in this country was \$11,000,000; the total capital invested in the industry was \$4,843,000; the value of products \$11,132,000. In these figures New York contributed 54.8 per cent. of the capital invested and 49.2 per cent. of the value of products. This gives the number of employees, wage earners, etc., and shows that the amount paid in wages was \$768,000, with a value of products of \$11,132,000.

Mr. Ricksecker: Yes; I have that glossary, and have analyzed it and found that it embraced a whole series of articles such as I have named that are not practically perfumery at all, such as tooth-paste and talc powders. I went to see them before the board was dissolved.

Mr. McConnell: I was going to say that if you take our own concern, we sell perfumery, but in our regular line there is not 25 per cent. of our sales that are perfumery. They are toilet articles that go along with it, toilet soaps, etc. When it comes to the alcoholic perfumes, they do not represent 25 per cent. of our gross sales.

Mr. Ricksecker: And yet, gentlemen, they contain these oils which are taxed in the proposed bill.

Mr. McConnell: There is one point that I think a great many of us stumble over—the general idea that there are immense profits in the perfume business. I was talking this morning to a lady who has been with me two years, and she said: "Mr. McConnell, those goods do not cost very much, do they?" I said: "Where in the world have you been for two years that you do not know that these goods cost something?" The general impression is that there is a tremendous margin in the perfumery business. Now, there is a good margin.

Senator Johnson: I am glad to know it. I hope you do make money. I am sure you ought to.

Mr. McConnell: Well, just one minute. There is a good margin, but there is hardly a line of goods sold in the country today that is so expensive to sell and distribute as the perfumes.

Senator Johnson: But take the general structure of this bill: The average of the duties allowed there is very much lower than in this schedule. Take the woolen manufacturer with only 35 per cent. We give you 60 per cent.

Senator Smith: You have one of the very biggest duties carried in the bill.

Mr. McConnell: It looks rather misleading.

Senator Smith: Any industry that cannot get along on a 60 per cent. duty ought to move across; ought it not?

Mr. Rockhill: I told Mr. Ricksecker, Senator, that that was one of the things some of you would bring up; but you are utterly deceived on the basis that they have a 60 per cent. duty. I am not in the business, but I have observed it for 30 years, supplying these gentlemen with raw materials. As far as I am concerned, they will pay me 20 per cent. more, and I will get one-fifth more commission to put in my pocket; but I am coming here to support their argument. They have not got 60 per cent. protection, and they have always had those raw materials on the free list.

Senator Smith: But why have they not got it? The bill expressly provides for 60 per centum ad valorem duty on all of these products when they are imported. They have got to pay 60 per cent. on the value of the foreign product when it enters the harbor.

Mr. Ricksecker: Our own competition between ourselves is very severe. The net profits made by our firms are not the rewards equivalent to the labor, and a great many changes have occurred in houses selling out and failing, and so on, since I have been in the business. I have been through vicissitudes in it myself; and one of the misleading features is the very one which disturbs your mind on that question. When it comes to the balance sheet it is not there. We are up against as stiff a proposition today as any manufacturers can be. It is certainly discriminating against us to put an additional tariff on our goods after we pay a revenue tax. I should like to have any gentleman cite another industry where there are two taxes put on by the general government.

Senator Smith: There is but one tax put on—the tariff tax. Everybody that uses liquor pays the internal revenue tax, and you do it just like anybody else does.

Mr. McConnell: The perfumers certainly are not hard drinkers.

Mr. Ricksecker: Our goods are not pernicious; they are healthy, and they give pleasure and satisfaction to the great mass of the working people.

Mr. McConnell: I doubt if there are over a dozen concerns manufacturing this line of goods today in this country that are making anything more than simply a good living out of their business. I think that is right.

Mr. Ricksecker: I know definitely that it is true, gentlemen.

Senator Johnson: The tariff is not the trouble, then; it is your competition between yourselves. You do not have any foreign competition.

Mr. McConnell: But if our goods are going to cost us just so much more it makes an additional hardship.

Mr. Ricksecker: There is very little foreign competition with our cheap goods.

Senator Johnson: The cheap perfumes you make in this country have not any foreign competition here, have they?

Mr. Ricksecker: No.

Senator Johnson: They do bring in high-priced perfumes from abroad, and people will buy those.

Mr. Ricksecker: And they can get any price they want to for them.

Senator Smith: I expect the truth about it is that you have got your prices pretty well established here, and if this 20 per cent. tax is put on your raw material you cannot raise your prices.

Mr. Ricksecker: We simply cannot do it.

Senator Smith: And where it will really hit you is not so much as a tariff proposition applied to the 60 per cent. on foreign manufactured goods that will compete with you as it is the necessity of putting up this 20 per cent. and going home and selling your goods at the same price.

Mr. Ricksecker: That 20 per cent. will have to be paid by the manufacturers. They cannot distribute it. It is impossible to distribute it.

Mr. Rockhill: Our firm is one of the largest suppliers of these goods to perfumers, and we are fully conversant with the whole situation. I am satisfied from an observation of 30 years that the perfumer does not have very much protection with this 60 per cent. duty as it appears here. As a matter of compromise on the raw materials, I suggested that certain raw materials, a few of them, be left on the free list, because I felt that perhaps you gentlemen, when you were looking at paragraph 30 and so, carrying a 60 per cent. duty, could not understand that that was not enough unless you were perfumers and in the business; and of course you have not the time or inclination to go into the business and learn all about it. If they can have the half dozen raw materials free which are the principal raw materials in the perfume business, it leaves you about 200 other articles at 20 per cent., which will bring you in a large revenue. I think then you would be reasonable and right in your treatment of the perfumery industry, which is not very prosperous except in the hands of a few who have other lines of business in connection with it—soap-making, for instance, where there are numbers of millionaires who make a little or considerable perfumery. But the man strictly in the perfumery business has really a hard row to hoe against the expert French manufacturer, who has all his crude materials and his cheap labor right on the spot. He grows them in France, and that is practically the only country where they are grown. There he has not that great competition, and they have the advantage of skill and great age and the power of their name and the fact that they make a French perfumery, which some people will have no matter what it costs.

I think if you will give them those raw materials free, of which there are only half a dozen mentioned there, it will allow the perfumers to keep on. Some of them will not keep on if you do not. You will find that to be so when you meet again. Some will keep on that are backed by outside capital invested in their plants.

Here is a list of 200 articles used in the manufacture of perfumery. They have selected about six or seven which are their

primary products. If you give them those I think they will get along and still make a living; and I understand privately from a good many perfumers that they are not doing very much better than that.

Mr. Ricksecker asked me if I would not come down here and testify before you rather in support of the argument that they needed all the protection which you could give them. I said to Mr. Ricksecker: "If you perfumers go down before those distinguished Senators and argue for it all, if you want it all put back on the free list, they will turn you down as sure as fate, because they are putting on this duty for the sake of getting revenue, and they are going to get it, because they think your perfumery is a luxury." It is not altogether a luxury. The raw materials are not. But I said to him: "If you ask for something to help you convince those gentlemen that you need it in the face of the fact that you have apparently 60 per cent. protection against the Frenchman"—for the French industry is the only one we have to compete with; all the other countries in the world supply no perfumery to amount to anything—"those Senators will study the matter, and, with their level heads, they must know what they are talking about. Now, they will give you a fair share of the articles asked for," although I imagine you gentlemen are opposed to it, from the outlook. But I assure you there is not the 60 per cent. protection in there that there appears to be. I could sit down and prove it for you if I had the time.

Senator Smith: If you will put it in writing, I should like to read it. If you can show me why 60 per cent. is not 60 per cent., I should like to have you do it.

Mr. Rockhill: I cannot show you why 60 per cent. is not 60 per cent., but I can show you that that will not shut out French perfumery.

Senator Johnson: It shuts out all those that make the cheap goods.

Mr. Rockhill: It does not operate in the way you have supposed it does as a protection to the business of these gentlemen.

Senator Smith: It operates as a protection to the extent of 60 per cent.

Mr. Rockhill: To that extent, but it does not operate effectively. Senator Smith: You mean it is not as high a protective duty as you think it ought to be?

Mr. Rockhill: I mean they cannot compete with the French manufacturer at the rate you have put in there. The importations here will increase tremendously as soon as you pass this bill, and instead of being what it is now it will be a million and a half dollars.

Mr. McConnell: I appreciate the fact that it is a business where a man who does not know it and has not been through it can hardly believe that 60 per cent. duty is not all the protection that the business needs.

Senator Smith: That is more than the labor gets, according to your own statement.

Mr. McConnell: I can see that you do look at it that way; but if you had been through the mill, as Mr. Ricksecker has, you would realize that while the 60 per cent. is there, you never could find it.

Mr. Ricksecker: No other nation treats this industry so. Senator Smith: I will read anything you gentlemen will put in writing for me, and read it carefully, because you seem to be so intense about it, and, to my mind, so unreasonable about it that I want to read what you have to say and see if I am mistaken about it. I will read it with perfect freedom of mind to be shown why it is. It seems to me your case is very weak, and yet you seem to think it is strong.

Mr. McConnell: It is going to affect 200 perfumers, and it is going to affect those people tremendously.

Senator Smith: Just put in writing everything you want to say on the subject, and let me have it by Monday or Tuesday, and I will read every line of it.

Disinfective Power of Soaps.

W. Schrauth. Berlin. Seifenfabr., 32, 461-3, 489-90.—The disinfective power of soap solutions, saturated and unsaturated, depends upon the relation between the alkali salts of the fatty acids and on the purity of the soap itself. The action of the saturated soaps runs parallel with the relative amount of hydrolyzed fatty acids or acid salts, while that of the unsaturated soaps is dependent on the influence of electrolytes on the salting out and also of free alkali. The combined and free alkali present in soap solution is of significance inasmuch as on the one hand it causes changes in the physical properties of soap solutions (repression of hydrolysis) because of the difference in the solubility of the lipoids of the acid salts of the saturated acid, and on the other hand because of its own properties and the amounts present.

Advertising Matter in Soaps.

German Patent, 242,909. J. C. Höfler. In the manuf. of transparent soap which exhibits advertising matter until it is used up, the cake is formed in halves, the printing matter is formed by raised characters on one-half and registering impressions on the other half, the characters are colored as desired, and then the 2 halves are united into the whole cake.

ORIGANUM OIL IN PERFUMERY

By H. MANN

No one would ever have imagined that origanum oil would ever become important, especially in the perfumery line. It is only since French perfumery manufacturers have used it to produce special characteristic bouquets that its value has been recognized. Just like muscatel-sage oil, which formerly was hardly used at all, it, when in its purest state, is in great demand at present. Origanum oil possesses a strong, sweet odor resembling that of linaloe oil very much, but having a peculiar sharpness. It is not surprising that it is in great demand at present for fine perfumes, but it is astonishing that this fine bouquet was neglected for so long a time.

Just as with muscatel-sage oil, only small quantities are required by the perfumer to obtain large effects, and to impart that fineness to perfume mixtures which appeal so much to the connoisseur. He is, therefore, only interested in the finest brands of this oil, such as that from Asia Minor or Smyrna; the oil from Trieste cannot be considered in the perfumery industry at all, as it has a harsh secondary odor. The Smyrna oil is obtained by distillation from the herb Origanum Smyrneum L, it is golden-yellow and has a specific gravity of 0.915 to 0.945. It is soluble in three parts of 70 per cent. alcohol and is characterized by its content of Carvacrol, a phenol of which it is characterized by its content of carvacrol, a phenol of which its content is also large.

"L'origan" is a handkerchief perfume in great demand at present, and can be obtained in the trade in a variety of qualities. The better kinds are founded on infusion of capucine and infusion of jonquille. The exceptionally pleasant scent of the former is especially suited for this purpose, but the infusion should only be made from concretes and as strong as possible, taking into consideration the price to be asked for the finished perfume. Furthermore about one-half of the total quantity of the two infusions above named is added in the form of a fine infusion of orris which also should be prepared from the finest concrete. The latter is at present rather high in price, but this is compensated for by the fact that its quality is superior.

No substitute should be used as a first class infusion of orris is of great assistance in the successes of the whole. After adding some infusion of rose, ylang-ylang oil, neroli oil and aubépine are added in about equal quantities. These are followed by bergamot oil, white jasmine in somewhat larger amounts, some hyacinthin (finest quality) as well as vanillin and essence of white violets, the latter especially contributing to produce a fine bouquet.

Very small amounts of 10 per cent. undecyl aldehyde produce a beautiful bouquet not to be obtained with other odoriferous principles.

Hereupon the origanum oil is added and in such quantity that its fine scent just stands out characteristically without predominating or obtruding in any way. Here it is necessary to aim at a certain result in order to reach the correct point. Therefore, one commences with very small amounts, proceeding slowly with further additions. It appears advisable to allow the produced mixture to stand for 24 hours undisturbed, to allow its development. Hereupon its scent is tested, and further additions of

origanum oil are made if necessary. Only after the lapse of some time is it possible to determine whether the added quantity of Origanum oil is sufficient or not. The whole is then fixed with infusion of civet and Siam benzoin, small amounts of infusion of cumarin may also prove useful here.

Corresponding to its value, this fine "Origanum" perfume is best filled into cut glass bottles of the finest quality. The labels should be fine gold embossed in plaque shape, the lettering showing as high a relief effect as possible.

Just a word concerning the use of the higher aldehydes in perfumery. Through the exact examination of the ethereal oils, it has been found in the course of years that they contain a series of characteristic scent-carriers which give the respective oils their real value. To these belong those aldehydes of which a few have been found, which produce the ultimate result. These valuable substances have been numbered according to the number of carbon atoms in each molecule in order to differentiate and characterize them. The numbers used also indicate their origin and derivation from the corresponding alcohols.

Each of these higher aldehydes possesses a strong characteristic odor of its own, which is so powerful that it penetrates everything, and rapidly dominates and suppresses all other odors. It is therefore necessary to have them in stock in the laboratory in solution, the best results being obtained if these solutions contain 10 per cent. of aldehyde. If accidentally a little too much has been used in a mixture no great harm is done, and the error can be corrected much more easily than if pure aldehyde had been used. If the scent of the aldehyde, at the first instant of smelling, appears to be unsuited for perfumery manufacture, it will soon be found that we are here dealing with bodies which reproduce great effects when strongly diluted and which will serve to raise the tone of the whole mixture to a marked degree.

DISINFECTIVE PROPERTIES OF SOAP.

Pilod. *Seifensieder Ztg.*, 39, 1389-91.—Pilod sought to answer the questions as to whether pure soda soap is of itself sterile and whether soap is a sufficient antiseptic for surgeons' hands. Small pieces of soap were taken with sterile instruments (18 tests in all) and incubated at 37 degs. in bouillon and then held for 15 days at room temperature, when they were found sterile. These results are due to the conditions of soap manufacture, heat chemicals, etc., and the lack of nutriment for bacteria. It was found that from 0.75 to 1.0 g. of soap in 100 cc. of bouillon prevented the growth of staphylococci and streptococci. The spores of bacteria, however, are not killed when kept on soap for 40 days in some cases. To determine the antiseptic power of soap for surgical purposes a 24-hour staphylococci culture was introduced into a 15 per cent. soap solution and examinations made at the end of 10 and 20 minutes. The bacteria remained alive. The same test made at 55 degs. showed that they were not killed before $3\frac{1}{2}$ to 4 hours. Pilod concludes that soap is an unsatisfactory antiseptic for surgeons.

TRADE NOTES

Arthur G. Cailler, of Cailler & Co., of this city, and Mrs. Cailler, sailed for Europe last Thursday on the *Saxonia*. It is their honeymoon trip, the marriage having taken place on June 2 at the home of the bride, in Kansas City, Mo. Mrs. Cailler was Miss Ruth S. Davis, daughter of Mr. and Mrs. S. B. Davis. The couple will return home about the middle of August.

We received a few days ago photographs of Mr. Antoine Ferrand, and Dr. Eugene Charabot, of Hugues Aine, Grasse, which recall the pleasant day and evening the Editor spent with these gentlemen in Grasse two years ago.



MR. A. FERRAND.
DR. EUGENE CHARABOT.

Dr. Charabot is a man principally devoted to the chemical technology of natural raw materials, and Mr. Ferrand has for many years supervised the commercial developments of the firm, of which he is a senior partner since 1895. He then associated with Mr. Jean Joseph Hugues, his brother-in-law, who is of the fifth generation following the founder of the business, the original Jean Joseph Hugues, who began his business activities on the Riviera in 1817.

Dr. Eugene Charabot became a partner in 1908. He is known to our readers as the author of several valuable works on the chemistry of perfumery materials and is a contributor to the technical press.

On June 7 a daughter was born to Mr. and Mrs. R. Sloan. The little girl's name is Jessie.

Mr. Carl Schaetzer, of the Compagnie Morana, New York, is making a business trip through the south.

Mr. Frank M. Noonan, treasurer of T. Noonan & Co., Boston, Mass., was a recent visitor to New York. The business, which was established in 1881 by Mr. Timothy Noonan, was incorporated May 1 with a capital of \$90,000. Mr. Timothy Noonan is president and Mr. Walter Noonan is secretary.

Mr. J. O. Burge, local secretary of the American Pharmaceutical Association at Nashville, Tenn., announces that the date of the annual meeting has been changed and that it will be held in that city August 18 to 23. This was done to avoid a conflict of dates with the National Association of Retail Druggists, which meets in Cincinnati in the following week, beginning August 25. Both cities have made arrangements to entertain the visiting druggists.

Mr. and Mrs. Paul Schulze-Berge, Jr., with their infant daughter, Laura Rose, will leave for Bremen on the *Prins Friedrich Wilhelm*, sailing June 21. Mrs. Schulze-Berge will remain abroad until next spring, while Mr. Schulze-Berge, who is an officer of Heine & Company, New York, will return in the fall.

Mr. Murdo Roderick Lewis Macleod, who has been connected with W. J. Bush & Co., Inc., of this city, was married on Friday, May 30, at New Rochelle, N. Y., to Miss Margaret Agnes O'Hargan, niece of Mr. and Mrs. Caryl Coleman. The ceremony was performed in the rec-



FAREWELL BACHELOR DINNER FOR MR. M. R. L. MACLEOD.

tory of the Church of the Blessed Sacrament. Mr. Macleod and his bride sailed for Europe on board of the *Carmania* on May 31, and expects to remain abroad for about three months. On their return Mr. Macleod will engage in business in northwestern Canada.

Prior to the wedding the friends and associates of the bridegroom in this city gave him a bachelor dinner of which a flashlight snapshot is here presented. As seated, those at the feast were: Mr. Thomas Keough, Mr. Herman Bosselman, Mr. Frank Muller, Mr. Macleod, Mr. W. A. Bush, Mr. C. Blair Leighton, Mr. R. S. Swinton, Mr. Guss Hoeffner, Mr. Rudolph Bosselman, Mr. S. N. Schouten. Mr. Leighton is the manager of the New York offices of the Bush corporation, Mr. Bush is a grandson of the founder of the institution and Mr. Swinton has charge of the works at Linden, N. J.

Mr. W. H. Rowse, chemist for Mr. T. M. Sayman, St. Louis, Mo., was a recent visitor to New York.

Mr. Jules Smucker, western representative for the Metal Package Co., Brooklyn, N. Y., has been spending a few weeks in the city in conference with the officers of the company.

Mr. Edgar A. Weber, of Edgar A. Weber & Co., Chicago, has engaged passage to sail for Europe on July 19.

Mr. Lorenzo Questa, of Questa Hermanos, and Mr. Domingo Gaya, curers of vanilla beans, of Gutierrez-Zamora, Vera Cruz, Mexico, visited New York City for a few days early this month, prior to sailing for Italy, where they intend to remain for several months. They started on their voyage to Europe June 5.

Mr. John F. Queeney, president of the Monsanto Chemical Works of St. Louis and New York, paid a brief visit recently to the new offices of the company at Platt and Pearl streets, in this city.

Mr. William Hull Wickham, one of the partners of McKesson & Robbins, of this city, sailed for Europe May 24 aboard of the *Olympic* for a pleasure trip tour of Great Britain and the continent.

Mr. John McKesson is home from a nine weeks' sojourn in Europe, having cut short his stay to return in time for his son's wedding. Mrs. McKesson accompanied him and much of their time was spent in an automobile tour of Spain, although they visited other countries.

Mr. Donald McKesson was married on June 9 to Miss Catherine Van Buren Lawrence, daughter of Mr. Percy N. Lawrence. The ceremony was performed in Christ Church by the Rev. George A. Strong and was an event in society in this city. The bridal couple sailed for a honeymoon tour of Europe on the *Baltic*, of the White Star line, on June 12.

Mr. A. D. Armstrong has joined the selling force of Fritzsche Brothers, New York, and will cover Pennsylvania and neighboring States, with headquarters in Philadelphia. For the past four years he has been connected with the Heffron Co., Syracuse, N. Y., and is very familiar with raw materials.

Fritzsche Brothers now have eighteen salesmen covering the entire United States and Canada.

Mr. Julius Koehler, who is attached to the New York office, and makes special trips from time to time, returned from a seven weeks' visit to Germany on the *S. S. Berlin* on the 11th inst.

Mr. G. Laffitte, of Roure-Bertrand Fils, Grasse, France, sailed for home on the *France*, June 5.

Mr. Calvin Hotchkiss, president of the H. G. Hotchkiss Essential Oil Co., Lyons, N. Y., has just made another of his periodical visits to the trade in this city.

Chicago Perfumery, Soap and Extract Makers' Association had a very good meeting on June 4, at which Mr. Thomas E. Lannen, a lawyer, was present and spoke. There was a discussion of the Tariff Bill and the association decided to send telegrams to the Illinois Senators and to Senators Johnson and Simmons and Representative Harrison, with the hope that some good might be accom-

plished. The association added the following new members to its roll:

Sherer-Gillet Co., Chicago; Heine & Co., New York; The Jennings Co., Grand Rapids; A. J. Hilbert & Co., Milwaukee; Metal Package Co., Brooklyn; Alex. Fries & Bro., Cincinnati; Jennings Mfg. Co., Grand Rapids.

Mr. Herman A. Metz, of this city, who is a representative in Congress from a Brooklyn district, made a comprehensive speech in the House last month in the tariff discussion, devoting his remarks chiefly to trade agreements (cartels) in Germany. He said that the general view was that these cartels were founded upon a sound basis.

Eureka Supply Co., Martin's Ferry, Ohio, has opened a factory at Sixth and Ellery streets for the manufacture of extracts.

Fire in Long Island City, in the Queens Borough part of New York City, did about \$75,000 damage to the manufacturing plant of the American Druggists' Syndicate. The fire originated in a paper bag company's plant and threatened the seven-story main building of the Syndicate, but its cement construction and the sprinkler system saved the structure. Less fortunate was a four story building of the Syndicate, which soon was ablaze and was quickly destroyed.

Mr. Edward V. Killeen, of George Lueders & Co., New York, has leased for the summer at Allenhurst, N. J., a very handsome and commodious house with ample grounds and a garage. The family will move to Allenhurst before the first of July, and Mr. Killeen will then join the ranks of the temporary commuters.

Mr. A. E. Claus, secretary of the Giant Food Products Co., has begun a suit against the corporation for unpaid salary, which he claims to be about \$2,000. The corporation was formed in New York State last December, and capitalized at \$150,000, the president being F. J. H. Kracke, Naval Officer of the Port of New York; Mr. Arnon L. Squiers, of the firm of Squiers & Lee, attorneys, Brooklyn. Mr. E. M. Voorhees, postmaster of Brooklyn, is one of the main stockholders. Mr. Claus alleges that these officers and stockholders did not make good on their stock subscriptions, and as a result the company was unable to continue. It actually lasted only two weeks.

Mr. W. A. Bush, of W. J. Bush & Co., Inc., New York, has sent to us some interesting and sprightly notes, made on a recent trip throughout the middle west. He tells us of a vanilla bean operator who plunges to the extent of 8 ounces to a pound of beans a year (also an ounce of vanillin), who has devised a new method of judging vanilla beans. He says: "I know Bourbon beans the minute I smell 'em. They smell just the same as Bourbon whiskey."

Most of the essential oil houses in this city took advantage of the recent Memorial Day to give their employees a three days' rest by remaining closed on Saturday. This is becoming a general custom in the district on Decoration Day, as well as when other holidays happen on Friday.

Mr. Norman Peck, of Hurty-Peck & Co., Indianapolis, Ind., was married on April 30 to Elizabeth Dalton, of Indianapolis.

We present herewith photographs of the three gentlemen who now represent the Buedingen Box & Label Co., Rochester, N. Y., in the eastern and middle-western sections of the country.



MR. E. W. SEIXAS.

The New York office, at 200 Broadway, is in charge of Mr. E. W. Seixas, who covers the entire east. The Chicago territory is being looked after by Mr. C. J. Rindell, Jr., one of the organizers and the general manager of the Wetlin Chemical Co., Chicago. Mr. Rindell has a wide acquaintance among perfumery and soapmakers, and because of his knowledge of their

requirements, he can confer with them intelligently regarding boxes and labels. The third number of this trio is Mr. F. T. Reuter, whose headquarters are in Kansas City. He will doubtless look after the trade in the far west.



C. J. RINDELL, JR.

With these three gentlemen calling on the trade frequently, the Buedingen Box & Label Co. is in a good position to keep in very close touch with all users of boxes and labels. Mr. F. B. Buedingen, president of the company, Mr. W. S. Addison, who has charge of the lithographing department, are now on a trip throughout the middle west, and with Mr. Rindell will visit the trade and take up many of the problems at first hand. This policy is in line with the growing tendency of the largest producers, who study intimately all the trade conditions.



MR. F. T. REUTER.

and there is no doubt that it is the best sticker on the market. All possible drawbacks are eliminated; unsoiled and unimpaired the label fastened by Tinnol will stick to the can until removed by sharpened tools."

"Tinnol is an adhesive," says The Arabol Mfg. Co., 100 William street, New York City, "which we make for the purpose of pasting labels on tin,

In the full-page group of the photographs shown on page 88, No. 9 is that of Mr. George E. Davis, inventor of the Davis filter. He is connected with M. L. Barrett & Co., of Chicago, who had one of the Davis filters on exhibition at the convention. The filter was shown in operation, and was offered as a prize to the association member guessing nearest to the time required to filter 50 gallons of vanilla extract. It was won by Mr. C. W. Jennings, of the Jennings Manufacturing Co., Grand Rapids, Mich., who made an estimate of 1 hour and 9 minutes, and the actual time required was only 52 minutes and 10 seconds.

M. L. Barrett & Co. announce that they are now putting out an improved model.

Following the action taken by Judge Morton in the Massachusetts Superior Court, reported in our April issue, a final decree has been filed recently by Judge Hardy in the suit of Jacob Brown, of Providence, R. I., against the Fisk Manufacturing Co., of Springfield, Mass. The two parties had a contract for the manufacture of the "J. B." brand of soap and Mr. Brown was to have received one-half of the profits. He claimed that the statements were inaccurate. The decree awards \$5,889.96 to the Fisk Co., which includes interest on the principal due from June, 1908.

Schedules in bankruptcy, filed in the United States District Court, in New York City, on May 29 by Hans Triest and Carl Schramme, who formerly constituted the importing and exporting commission house of H. Marquardt & Co., 35 South William street, whose activities in the vanilla bean market made it one of the leaders in that field for many years, show liabilities of \$420,160, of which \$349,781 was reported to be secured chiefly by shares of stock in the new Marquardt concern, known as H. Marquardt & Co., Inc.

The nominal assets of the old firm are set forth as amounting to \$268,308, consisting of shares of stocks, valued at \$186,600, of which \$122,700 are in H. Marquardt & Co., Inc.; \$74,082 in outstanding accounts, principally in Mexico; \$5,286 in notes, \$2,340 in a lawsuit, and such equity as may exist in the stocks of H. Marquardt & Co., pledged to creditors, the net value of which is not known. Messrs. Triest and Schramme also have among their assets \$50,000 in life insurance, which is pledged to a life insurance company for payment of premiums.

Among the secured creditors are H. Marquardt & Co., Inc., to the extent of \$57,444; Pedro Tremari & Co., of Papantla, Vera Cruz, Mexico, \$61,736; W. H. Hand, \$59,149; Albert W. McKay, \$39,487; Mrs. Nina F. Blume, of Wiesbaden, Germany, \$17,002; the Importers' and Traders' National Bank, \$13,357; Banco Loudres y Mexico, \$14,035, and Dexuento Espanol, of Mexico City, \$13,022. The unsecured creditors include the Cia Bancaria de Paris et Mexique, of Mexico City, to the extent of \$21,658, and Carlton Hale, of Mexico, to the extent of \$12,684.

Meetings were held in New Orleans, La., last month to liquidate the business of the Keller Soap Works, Ltd., an old industrial plant of that city which is being wound up.

Mr. W. D. Corson, secretary of Sovereign Perfumes, Ltd., Toronto, Canada, was a visitor to New York in May, and attended the Manufacturing Perfumers' convention.

American-French Perfumery Company, Paris, Tenn., the incorporation of which was announced in our April issue, has awarded a contract for a laboratory to cost \$12,000.

Globe Soap Co., of Cincinnati, O., has declared its regular quarterly dividends of 1½ per cent. on its first preferred, second preferred and special preferred stock, payable June 16.

Christopher Lipps Co., located in the Calvert road, Baltimore, Md., has purchased the plant of a disused factory at Claggett and Allen streets, Locust Point. The new premises will be remodeled and will afford larger accommodations for the Lipps plant, which soon will move to Locust Point.

Miss Elizabeth Ricketts, proprietor of the Arabian Toilet Goods Co., Chattanooga, Tenn., announces that she has leased the rights of her company for the eastern territory to a company of which Mr. P. C. Jack, president of the Interstate Chemical Co., of Rome, Ga., is the controlling spirit. The company will be capitalized at \$100,000 and Miss Ricketts says her royalty will be \$25,000 per year.

One of the large supply storage buildings of the B. T. Babbitt soap factory on the Hackensack River, near North Bergen, N. J., was damaged \$50,000 by fire on May 3. Spontaneous combustion is said to have been the cause.

Foreign Trade Opportunities are frequently offered through the Bureau of Domestic and Foreign Commerce, Washington, D. C., to which inquiries and correspondence should be addressed, mentioning the number of each. No. 10,979 relates to perfumed toilet soap. An American consul in India has been requested to put a large importing house in communication with American manufacturers of low-priced perfumed toilet soap. The firm requires a soap that will cost approximately \$10.70 per gross, free warehouse at the foreign port, including a duty of 5 per cent. ad valorem. A sample cake of the soap now selling in large quantities has been forwarded and may be obtained from the Bureau of Foreign and Domestic Commerce when received. The firm states that if some American firm can supply an article of equal quality at the price stated, a large and profitable trade is assured. Correspondence may be in English.

No. 11,042. Toilet paper, soap, etc.—An American consular officer reports that a local paper contained an article recently regarding the sale of toilet paper, soap, etc., by conductors and depot attendants. While no definite decision has been reached it would seem probable that should American firms be able to place such articles in trains and depots at a cost within the reach of the common classes there might be an opportunity for good business. It is understood that the railways look favorably upon this scheme. Correspondence should be addressed in German to the headquarters of the various railways.

No. 11,053. Soap and oleo oil.—An American consular officer in the Levant reports that a firm in his district, which already handles several lines of American goods, desires to extend its trade to soap for household and ordinary purposes, and oleo oil. The firm may be addressed in English, and it is ready to accept the terms of payment usually demanded by American exporters. This firm enjoys a good reputation and is believed to be active and reliable.

IN MEMORIAM FOR DEPARTED FRIENDS.

CHARLES SEATON, of E. R. Squibb & Sons, June, 1906.

STURGIS COFFIN, of Ladd & Coffin, New York, June, 1907.

JOSEPH BENJAMIN, soaps, Cincinnati, June, 1909.

D. W. WILLIAMS, of J. B. Williams Co., June, 1909.

ALBERT G. BASSETT, of Bassett Supply Co., June, 1909.

ROBERT J. REID, Franklin Chemical Co., Attleboro, Mass., June, 1909.

ALBERT TAYLOR EAVENSON, J. Eavenson & Sons, Camden, N. J., June, 1910.

ALEXANDER SCHLEINER, soaps, Brooklyn, June, 1911.

CHARLES F. METZGER, Metzger Scentcraft Co., New York, June, 1911.

L. E. MULFORD, of the Theodore Ricksecker Co., New York, June, 1911.

LOUIS BRENT CLARK, retired secretary of Magic Soap Co., New Orleans, La., June, 1912.

C. A. SANDERSON, soaps, Danielson, Ct., June, 1912.

JAMES P. FINNIE, founder and general manager Oliver-Finnie Co., grocers, extracts, etc., June, 1912.

Obituary Notes.

William Clifton Pierce, of Pierce & Rice, engaged in the soap and oil business in Worcester, Mass., is dead, aged 58 years. A widow and daughter survive.

Foster J. Dunwoody, who went from New York to Denver, Col., 27 years ago and operated a soap manufacturing plant there until recently when he retired on account of ill health, died last month, aged 50 years. A widow and daughter survive him.

Mr. S. Katzenstein, a member of the firm Star Extract Works, 205 Fulton St., New York, died June 2 at the age of 43. Mr. Katzenstein was sick only three weeks.

Friends of A. D. Smack, of Thurston & Braidich, New York, have been extending sympathy to him on the occasion of the death of his mother, Mrs. Jane Elizabeth Smack, who died suddenly of apoplexy on June 3, having been stricken after her recovery from a previous illness of several months. She was born in New York City 65 years ago. Her husband, David W. Smack, who is 82 years old, and one son survive.

PUBLICATIONS RECEIVED.

Schimmel & Co. (Fritzsch Brothers), Miltitz, near Leipzig, Germany, semi-annual report on essential oils, etc., April, 1913. This valuable contribution to the technical and commercial features of the essential oil industry is at hand. The table of contents is as follows: Introduction; Commercial Notes and Scientific Information on Essential Oils; New Essential Oils; Chemical Preparations and Drugs; Notes on Recent Research Work: General, Bibliography, Analytical, Physical, Pharmacophysiological, Phyto-physiological, Chemical, Hydrocarbons, Alcohols, Aldehydes, Ketones, Phenols and Phenol-ethers, Acids and Lactones, Oxides, Nitrogenous Bodies.

Special attention is given to citronella oil, clove oil, and particularly the citrus oils from Sicily and Palermo. The report on East Indian Sandalwood Oil confirms the information that has come to hand from other sources, and all authorities now seem to agree that no recession in the price of this oil can be looked for in many years.

The notes on scientific research will be of special interest to those perfumers who have a good training in organic

chemistry, and who are desirous of keeping abreast of the chemical researches of the industry.

This issue of the report is embellished with two very excellent full-page halftone engravings, showing some of the modern stills at Schimmel & Co.'s works, and also a general view of Still Room A. We had the privilege of visiting this great establishment, and these engravings recall vividly the instructive day spent at the plant two years ago.

Another full-page engraving is that of the late Mr. Carl Brucker, who was connected with the American branch for 20 years, and was senior resident partner in this city.

The size of the report has been changed to 16 x 22 cm., approximately 6 1/4" x 8 3/4", which corresponds to No. IX of Oswald's Universal Booklets. The standard size in this country is 6 x 9, which is close enough to Oswald's No. IX to be regarded as a substantial equivalent.

Rexall News, Volume I, No. 12, June, 1913. This issue of the Rexall News is devoted almost entirely to perfumes, and the entire circulation consists of about one million. It is published in local editions, each edition imprinted with the name of the local Rexall druggists.

NEW CORPORATIONS.

Verdi Cosmetic Co., Inc., Manhattan Borough, New York City, has been incorporated with \$100,000 capitalization to deal in cosmetics, human hair goods, etc., by I. Abramson, M. A. Sache and L. Abramson, of New York City.

Pilot Industrial Co., Inc., Manhattan Borough, New York City, has been incorporated with \$30,000 capitalization to manufacture nail brushes, etc., by E. Bernhardt, E. Querengaesser and M. Arnold, of New York City.

Container Manufacturing Co., capitalization \$50,000, has been incorporated in Delaware by H. O. Coughlan and J. F. Curtain, New York City, and J. M. Satterfield, of Dover, Del.

Yankee Products Corporation, Weehawken, N. J., has been incorporated in New Jersey with \$200,000 capitalization to manufacture polishing materials, chemicals, etc., by P. Hassack, Weehawken; H. W. Schlesinger and V. E. Karminski, of New York City.

Fitz Chemical Co. has been incorporated in New Jersey with \$200,000 capitalization by J. T. Baker, C. D. Davis, H. H. Garis, W. P. Fitzgerald, Easton, Pa.; W. H. Walters, Phillipsburg, N. J.

Chemical Development Co., Augusta, Me., has been incorporated with \$100,000 capitalization by I. S. Kearney, president and treasurer, Augusta, Me.

May Chemical Co., Inc., Manhattan Borough, New York City, \$10,000 capital, has been incorporated by Frank May, Fred Hirschhorn and Alfred I. Esberg, 1018 Second avenue, New York City.

Progressive Drug and Chemical Corporation, Buffalo, N. Y., has been incorporated with \$100,000 capitalization by William L. Bechtold, Harlie M. Newcomb, and Royal D. Ward, 36 Gillman street, Detroit, Mich.

K-G Manufacturing Co., Chicago, Ill., with \$64,000 capitalization, has been incorporated to manufacture soaps and perfumes by W. Kinkad, J. T. Gillespie and F. W. Mathews.

Central Chemical Co., Newark, N. J., has been incorporated with \$10,000 capital stock by R. Palmer, F. A. Kohler and T. H. Kohler.

Cleo Chemical Co., St. Louis, Mo., with \$2,000 capital, has been incorporated by Frank Mullish, W. B. Young and John H. Wolf.

Continental Soap Co., Cincinnati, Ohio, has been incorporated with \$25,000 capital by William L. Sandoz, William C. McLean, Richard Remke, Albert A. Huseman and William E. Wagner.

Diana Pharmacal Products Co., Chicago, Ill., has been incorporated in Delaware with \$50,000 capitalization by Nicholas Flush, L. H. Laszio and E. Lord, of Chicago.

Old Monk Olive Co., Chicago, Ill., has been incorporated to deal in olive oil and food products with \$50,000 capitalization by H. A. Meyer, V. P. Dole and G. F. Rush.

Niagara Laboratories Co., Wilmington, Del., mail order drug business, with \$20,000 capital, has been incorporated in New York State by R. H. Connor, 199 Pearl street, Buffalo, N. Y. In our April issue we reported the granting of a Delaware charter to the Niagara Laboratories Co., Buffalo, N. Y., \$20,000 capital, A. M. Sechrest, of Buffalo, incorporator.

United Chemical Co., Nashville, Tenn., \$250,000 capital stock, has been incorporated by John F. Craig, F. D. Craig, W. M. Joel, C. D. Quick and Howard Hull.

Creamlak Co., Inc., Manhattan Borough, New York City, has been incorporated, to manufacture drugs, medicines, etc., with \$125,000 capitalization, by A. Beauvais, Woodcliff Lake, N. J.; J. Beauvais, Hillside Manor, N. J.; R. H. Fitzsimmons, New York City.

Berlin Chemical Laboratories Co., Inc., Manhattan Borough, New York City, drugs, medicines, etc., \$300,000 capitalization, has been incorporated by J. Gavigan, T. F. MacMahon, New York City; J. J. Healey, Brooklyn, N. Y.

Grape-Ola Co., \$300,000 capitalization, has been incorporated in Delaware by P. Burley, W. A. Mennie, M. H. Olthaus, New York City; J. M. Satterfield, Dover, Del.

Dancz Chemical Co., Passaic, N. J., to manufacture danzine, danczyl, etc., \$25,000 capital, has been incorporated by C. A. Biczak, D. D. Ottokar and S. Sherowitz, Passaic, N. J.

W. E. Derry, M. D., Inc., Dover, Del., chemist, druggist, etc., \$100,000 capitalization, has been incorporated by W. E., O. and E. Derry, Dover, Del.

Madame Givens Toilet Preparations Co., Inc., Manhattan Borough, New York City, with \$20,000 capital, has been incorporated by George S. Simons, Jr., Henry L. G. Dalrymple and Horace S. Meese, 3 Park place, New York.

Rollin Chemical Co., New York City, \$600,000 capitalization, has been incorporated by J. C. Rollin, H. B. Shank and J. A. Stewart, 2 Rector street, New York.

Truax Laboratories, a South Dakota corporation, has been incorporated in Illinois with \$1,500,000 capital stock to manufacture druggists' sundries.

Dr. Marvin Co., Inc., Manhattan Borough, New York City, medicinal and toilet preparations, \$10,000 capital stock, has been incorporated by William H. Rowse, Mary R. Riley and Otto Hunter, 9 West Twentieth street, New York City.

Economy Soap Co., Passaic, N. J., manufacture soap, \$25,000 capital stock, has been incorporated by G. J. Ronayne, A. K. Houston, Orange, N. J.; L. A. Grant, Passaic, N. J.

Wal-Lee Extract Co., Cleveland, Ohio, \$10,000 capital stock, flavoring extracts, soda fountain supplies, etc., has been incorporated by Lelon R. Watson, J. W. Hinsick, M. M. Gleason, L. E. Townsend and M. G. Norton.

PURE FOOD AND DRUG NOTES.

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, newspaper items, etc., relating to perfumes, flavoring extracts, etc.

FEDERAL.**Notices of Judgments Given Under Pure Food and Drugs by the Secretary of Agriculture.**

2046. Luigi Derosa, Providence, R. I.; adulteration and misbranding of so-called olive oil; condemned and forfeited.

2047. Blumenthal Brothers, Philadelphia, Pa.; misbranding of lemon flavor; pleaded guilty; fined \$1.

2048. Mike DeFeo, Schenectady, N. Y.; adulteration and misbranding of so-called olive oil; condemned and forfeited.

2049. E. C. Flaccus Co., Wheeling, W. Va.; adulteration of catsup; entered a plea of *nolo contendere*; fined \$10 and costs.

2050. Thorndike & Hix, Rockland, Me.; misbranding of canned peas; condemned and forfeited; but on payment of costs, amounting to \$35.71, and bond product was released.

2051.—Deals with milk.

2052.—Finora & Co., San Francisco, Cal.; adulteration and misbranding of so-called syrup of Tamarind; pleaded guilty; fined \$100.

Miscarriage of Food Law Inspection.

Chief Food Inspector Blume, of Cincinnati, O., swore to a warrant, June 5, charging C. L. Newton, of the Newton Tea and Spice company, with selling adulterated food, namely, a barrel of white pepper containing a percentage of ground olive seeds. Mr. Newton said: "Naturally the action of Dr. Blume was a great surprise. He came to our place and found some ground olive stones. When he asked us what it was for he was told that it was used for imitation pepper, which we furnished only when ordered and then when it was so labeled. None of it ever was shipped without its being so marked. Dr. Blume also took samples of spices that were perfectly pure."

Federal Food and Drugs Board.

Conferences of President Wilson, Dr. Ira E. Remsen and other officials have forecast the dissolution of the Remsen Pure Food Board, but at last accounts no action had been taken. The work, however, is being done by the Bureau of Chemistry.

STATE.**Indiana**

H. E. Barnard, State Food Commissioner of Indiana, reports that in January 100 of the 165 food samples analyzed were passed as legal. Thirty-four samples of cider were condemned because they contained benzoate of soda. One sample of lemon extract was condemned as illegal.

New Hampshire.

The quarterly report of the New Hampshire Board of Health, dated January, but only recently received, shows that of the food examinations in that period 303 samples conformed to the law and 129 failed to meet the standard, of which only fourteen derelictions were prosecuted against ten defendants. In flavoring extracts 35 passed and 18 were non-conformable, but there were no cases that warranted prosecution. Five olive oil samples were conformable and one was deficient.

Rhode Island.

Governor Pothier has vetoed the section of the Pure Food Act which provided for the labeling of packages with their weight, measure or numerical count, on the ground that it applied to drugs, which was not the intention of the legislators. It was expected the Governor would approve the remainder of the bill.

IN SUNNY SOUTHERN FRANCE.

(Continued from page 83.)

ad valorem value of these exports in 1907 was \$296,922; in 1908, \$348,311; in 1909, \$397,835; in 1910, \$421,372; in 1911, \$413,281; and in 1912, \$533,753, which shows the increasing importance of Nice as an olive-oil producing center.

GROWTH OF THE FLOWER INDUSTRY.

"The export of fresh flowers to the large capital of the north is increasing annually, and at present there are two special trains leaving the Riviera daily from November to May which are devoted solely to this trade.

"Official statistics state that the flowers sent from the French Riviera in 1907 amounted to 7,041 metric tons, in 1911 to 10,799 metric tons, and though the statistics are not yet published for 1912, more than 12,000 metric tons of flowers were exported. The flowers mostly cultivated for export are carnations, violets, anemones, mimosas, and roses. In consequence of the increasing exportation of flowers, which has augmented 53 per cent. during the last five years, and of the growing demand for them by the perfume factories, all the available land suitable for flower growing is used, either for that purpose or for truck gardening, and farming and dairy products have to be largely imported from other French Provinces or from Italy."

FRENCH OLIVE OIL CROP BELOW AVERAGE.

Consul General A. Gaulin, at Marseilles, reports that the French olive crop for 1911-12 fell below the average for the preceding decade, and was officially estimated at 52,246 metric tons, valued at \$2,958,322, as compared with 71,084 metric tons, valued at \$4,298,507 in 1910-11, and 48,582 metric tons, valued at \$2,746,648, in 1909-10. The government bounties received in 1912 by the growers were fixed at the rate of \$1.327 per acre. As a result of these bounties the olive orchards are being cultivated with greater care. The number of co-operative oil mills is also steadily increasing.

Consular Agent Carl D. Hagelin, at Cette, says: "The flowering bulb industry is in no way diminishing, but there has been an apparent shortage of the finer (larger) varieties of narcissus and hyacinth bulbs for some years past. This is to be remarked in trade relations with the United States, for American buyers have invariably taken the best of the merchandise offered, at perhaps the highest prices, and also about 50 per cent. of the entire crop. Prices were generally in excess of those of former years, though the smaller dimensions remain practically the same. Some 3,000 acres are devoted to this crop, producing 25,000,000 bulbs.

"Flower crops occupy the following areas in acres in the Department of Var: Violets, 1,500; carnations, 215; roses, 215; anemones, ranunculus, etc., 180; mimosa, 112.

"The total value of these crops averages about \$1,000,000. The immortelle crop, according to 1912 statistics of shipments to the United States, shows a falling off, but when the shipments of January, 1913, are added, there was an actual increase. This indicates merely that the crop was late in reaching the market, and not a lesser demand in the United States.

NEW TRADE NAME.

We are requested by Nelson, Baker & Co. to announce that they have adopted the trade name "Moorland" for perfumes, toilet preparations, etc.

PATENTS AND TRADE MARKS.

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|--|---|--|--|--|--|
|  1062002 |  57623 |  61417 |  62096 |  63214 |  63238 |
|  1063484 |  64751 | Waldorf Astoria  66969 |  67319 |  67600 |  67661 |
|  67826 |  68165 |  68248 | REGAL  68582 |  68680 |  68939 |
|  69747 | KRESAPOL  69230 | PIONEER  69530 |  69705 |  69705 |  69907 |
| |  69751 | GLADIA  69793 |  69705 | HERBEROI  70074 | |

NOTE TO READERS.

This department is conducted under the general supervision of a very competent patent and trade mark attorney. This report of patents, trade marks, labels and designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts and Toilet Preparations.

The trade marks shown above are described under the heading "Trade Marks Applied For," and are those for which registration has been allowed, but not yet issued.

All inquiries relating to patents, trade marks, labels, copyrights, etc., should be addressed to

PATENT AND TRADE MARK DEPT.
Perfumer Pub. Co. 80 Maiden Lane, New York.

PATENTS ISSUED.

1,062,002.—PAPER-WALLED CAN.—Jervis R. Harbeck, Detroit, Mich., assignor to Detroit Can Company, Detroit, Mich., a corporation of New Jersey. Filed June 19, 1911. Serial No. 634,021. (Cl. 229—5.)

1. The vessel having walls made of layers of paper united to each other by a fused cement, substantially as specified.

2. The can body composed of oblong layers of paper cemented to each other step fashion by a fused cement and having its stepped ends cemented together by the fusible cement and caused to adhere to each other by the application of heat, substantially as specified.

1,063,383.—ART OF MAKING HYDROGEN PEROXID.—Albert Pietzsch and Gustav Adolph, Munich, Germany. Filed October 6, 1910. Serial No. 585,570. (Cl. 23—10.)

1. The process of producing hydrogen peroxid, which consists in reacting on a purified persulfate with diluted sulfuric acid and heating the mixture.

2. The process of producing hydrogen peroxid, which consists in reacting on a purified persulfate with diluted sulfuric acid and heating the mixtures until all of the

active oxygen of the persulfate has been converted into hydrogen peroxid.

3. The process of producing hydrogen peroxid, which consists in mixing a solid persulfate with sulfuric acid and subjecting the mixture to distillation.

4. The process of producing hydrogen peroxid, which consists in mixing a solid persulfate with sulfuric acid and subjecting the mixture to distillation, water being added as the distillation proceeds.

1,063,484.—POWDER-BOX.—Joseph W. Weismantel, Newark, N. J., assignor to Meyer W. Schloss, New York, N. Y. Filed October 14, 1911. Serial No. 654,653. (Cl. 132—11.)

1. A powder box, a cover adapted to be placed on the box, a powder puff arranged to be slid within the cover by the box when the cover is placed on the box, and means for automatically projecting the powder puff from the cover when the cover is removed from the box.

TRADE MARKS REGISTERED.

91,635.—Shampoo Preparation.—Barbers' United Syndicate, Brooklyn, N. Y.

Filed November 18, 1911. Serial No. 59,786. Published March 18, 1913.

91,636.—Face Cream.—William A. Bartlett, Aurora, Ill. Filed October 28, 1912. Serial No. 66,584. Published March 4, 1913.

91,644.—Tooth Powder.—The Butler-Ivins Company, Wilmington, Del.

Filed January 16, 1913. Serial No. 67,940. Published March 18, 1913.

91,646.—Toilet Preparation Intended to be added to the Bath.—Citro Chemical Company, Maywood, N. J.

Filed December 19, 1912. Serial No. 67,489. Published March 11, 1913.

91,648.—Certain Named Foods.—W. H. Crawford Company, Baltimore, Md.

Filed March 27, 1911. Serial No. 55,322. Published February 13, 1912.

91,650.—Preparation for Removing Wrinkles.—Walter C. Cunningham, Denver, Colo.

Filed October 19, 1912. Serial No. 66,376. Published March 11, 1913.

91,661.—Perfumes, Toilet Waters, Sachet Powder, Face Powder and Talcum Powder.—Charles Hedden, Incorporated, New York, N. Y.

Filed November 25, 1912. Serial No. 67,103. Published March 18, 1913.

91,662.—Coffee, Tea, Flavoring Extracts and Spices.—The Heekin Spice Company, Cincinnati, Ohio.

Filed May 8, 1911. Serial No. 56,233. Published October 31, 1911.

91,663.—Ointment, Face Cream, Massage Cream, Manicure Paste, Bath Tablets and Foot Powder.—Highland Pharmaceutical Company, Rochester, N. Y.

Filed May 1, 1912. Serial No. 63,243. Published March 11, 1913.

91,677.—Sachet Scent and Perfume for Toilet and Bath.—Heinrich Mack, Ulm, Germany.

Filed September 6, 1911. Serial No. 58,546. Published March 18, 1913.

91,687.—Head Washes, Hair Invigorators and Dandruff Remedies.—Orangewood Company, Worcester, Mass.

Filed March 14, 1912. Serial No. 62,158. Published March 11, 1913.

91,696.—Certain Named Pharmaceutical Preparations.—The Theo. Ricksecker Company, New York, N. Y.

Filed March 7, 1912. Serial No. 62,019. Published March 11, 1913.

91,706.—Bath-Salts. Sel Amaigrissant Clarks Corporation, Richmond, Va., and New York, N. Y.

Filed January 20, 1913. Serial No. 68,020. Published March 18, 1913.

91,712.—Bleaching Powders.—John T. Stanley, New York, N. Y.

Filed January 10, 1913. Serial No. 67,825. Published March 18, 1913.

91,715.—Scalp Tonic.—Martha Jane Stebbins, Churchville, N. Y.

Filed July 11, 1912. Serial No. 64,667. Published November 12, 1912.

91,719.—Certain Named Pharmaceutical Preparations.—Felix Uhry, Chicago, Ill.

Filed July 15, 1912. Serial No. 64,733. Published March 11, 1913.

91,726.—Scalp Tonics.—John Thomas Warner, Holdenville, Okla.

Filed October 15, 1912. Serial No. 66,295. Published March 18, 1913.

91,762.—Spices, Flavoring Extracts for Foods, and Olive Oil.—The Durbar Company, Jersey City, N. J., and New York, N. Y.

Filed March 23, 1912. Serial No. 62,368. Published March 25, 1913.

91,780.—Certain Named Foods.—Lutey Bros., Butte, Mont.

Filed March 14, 1912. Serial No. 62,170. Published March 25, 1913.

91,781.—Certain Named Foods.—Lutey Bros., Butte, Mont.

Filed March 14, 1912. Serial No. 62,171. Published March 25, 1913.

91,782.—Certain Named Foods.—Lutey Bros., Butte, Mont.

Filed March 14, 1912. Serial No. 62,172. Published March 25, 1913.

91,783.—Flavoring Extracts for Foods.—The Dwight B. McCurdy Company, Chicago, Ill.

Filed March 18, 1912. Serial No. 62,221. Published March 25, 1913.

91,818.—Depilatory.—The To-Kalon Manufacturing Company, Syracuse, N. Y., assignor to The International Druggists' and Chemists' Laboratories, Inc., of New York.

Filed October 9, 1912. Serial No. 66,210. Published March 25, 1913.

91,819.—Treatment of the Disorders of the Scalp.—The To-Kalon Manufacturing Company, Syracuse, N. Y., assignor to The International Druggists' and Chemists' Laboratories, Inc., of New York.

Filed November 4, 1912. Serial No. 66,683. Published March 25, 1913.

91,831.—Certain Named Foods.—Allen Brothers Company, Omaha, Neb.

Filed August 10, 1912. Serial No. 65,187. Published April 1, 1913.

91,914.—Essences and Oils for making Perfumery and Tooth Soap.—Sociedad Anonima F. Krauch & Company, Societe Anonyme, Antwerp, Belgium.

Filed June 26, 1912. Serial No. 64,392. Published April 1, 1913.

91,934.—Skin Remedy, Termed Rejuvenating Milk.—Sophie C. Aus, New York, N. Y.

Filed January 25, 1913. Serial No. 68,110. Published April 8, 1913.

91,935.—Cleansing Preparation.—Austin Soap Works, Chicago, Ill.

Filed May 4, 1912. Serial No. 63,340. Published April 8, 1913.

91,958.—Massage Cream.—Paul Jean Fouquier, Paris, France.

Filed May 27, 1911. Serial No. 56,615. Published February 13, 1912.

92,001.—Hair Dyes.—Gustav Sattler, New York, N. Y.

Filed July 17, 1912. Serial No. 64,788. Published April 8, 1913.

92,022.—Tooth Paste.—James T. White, New York, N. Y.

Filed February 7, 1913. Serial No. 68,397. Published April 8, 1913.

92,025.—Hair Tonic, Face Powder, Face Cream and Nail Bleach.—Dorothy D. Wood, Kansas City, Mo.

Filed October 26, 1912. Serial No. 66,538. Published April 8, 1913.

LABELS REGISTERED.

17,050.—Title: "Spear-Asept' Spearmint Tooth-Paste." (For Tooth-Paste.)—Fratres Chemical Company, Chicago, Ill. Filed February 27, 1913.

PRINTS REGISTERED.

3,271.—Title: "Dandergone." (For a Hair Tonic.)—R. P. Locklayer, Nashville, Tenn. Filed February 12, 1913.

3,275.—Title: "Colgate's Monad Violet Talc." (For Violet Talc.)—Colgate & Company, Jersey City, N. J., and New York, N. Y. Filed April 18, 1913.

3,276.—Title: "Colgate's Dactylis Talc." (For Dactylis Talc.)—Colgate & Co., Jersey City, N. J., and New York, N. Y. Filed April 18, 1913.

3,277.—Title: "Colgate's Eclat Talc." (For Eclat Talc.)—Colgate & Company, Jersey City, N. J., and New York, N. Y. Filed April 18, 1913.

TRADE MARKS APPLIED FOR.

57,623.—Henry Thayer & Company, Cambridgeport, Mass. (Filed July 14, 1911. Published May 20, 1913. Claims use since January, 1911.)—Witch hazel compound, etc.

61,417.—Cornel Partos, New York, N. Y. (Filed February 12, 1912. Published May 27, 1913. Claims use since January, 1911.)—Preparations for the hair and scalp, a facial cream, a tooth paste, etc.

62,096.—The Anglo-Indian Drug & Chemical Company, Bombay, India. (Filed March 11, 1912. Published May 20, 1913. Claims use since January, 1906.)—Perfumed or scented hair oil.

63,214.—John Louis Needham, Nacogdoches, Tex. (Filed April 30, 1912. Published June 3, 1913. Claims use since October 16, 1911.)—A liquid remedy for dandruff.

63,238.—Goodrich Drug Company, Omaha, Neb. (Filed May 1, 1912. Published June 3, 1913. Claims use on resorcin hair tonic, perfumed pomade, food colors, and perfumed ammonia since November 1, 1903; on perfumes, toilet waters, sachet powders since January 1, 1906; and on rolling massage cream since January 1, 1908.)—Resorcin hair tonic, perfumed pomade, perfumed ammonia, rolling massage cream, perfumes, toilet waters, sachet powders, food colors, etc.

(Continued on page 110.)

FOREIGN CORRESPONDENCE AND MARKET REPORT

BRITISH INDIA.

PERFUMERY.—The total imports of perfumery at Rangoon, Burma, in 1912 amounted to \$108,584, of which the United Kingdom contributed \$50,252. The United States furnished only \$1,464, a decrease from 1911, when the sum was \$4,909, although the total was much larger. In soaps the United States declined from \$5,558 to \$4,389. No reason is given for the decrease except lack of effort by American manufacturers.

FRANCE.

OBITUARY.—The death is announced of Mr. Louis Francois Pelissier-Aragon, of the establishment of Pelissier-Aragon, at Grasse, on April 13, by Mr. Emile Pelissier, the sole surviving partner.

GERMANY.

CHEMICALS, ETC.—Consul General H. W. Harris, Frankfurt-on-Main, reports that Germany's foreign chemical trade in the last five years has gained 38 per cent. in exports and 26 per cent. in imports. For 1912 the total of both was \$291,156,000. The United States ranks first as a market. In the group of ethers, alcohols, oils, perfumes, and cosmetics the imports exceed the exports, being for 1912 of the value of \$13,495,000 and \$8,056,000, respectively. Oil of turpentine and other resinous products form important items of the imports in this group.

TARIFF ON SOAP SUBSTITUTES.—Mixtures of organic materials used in washing as substitutes for soap are to be classed as "soap substitutes," which, in accordance with the Note to Tariff Nos. 254-256, are dutiable as "soap."

GREAT BRITAIN.

OILS AND SOAPS.—Consul General Griffiths reports that London received in 1912 from the United States 88,513 pounds of essential oils, valued at \$183,564. The value of household soap was \$252,843 and of toilet soap \$252,902. Exports from London to the United States in the same period: Perfumery, \$100,160, an increase of \$23,936; soaps, \$202,031, a gain of \$3,971 over 1911.

SOAP.—Consul George E. Chamberlin, at Cork, reports that in 1912 the total imports of soap into Ireland were valued at \$1,121,908.

ITALY.

LEMON CROP.—Consul Weddell, Catania, April 26, reports that consequent upon the severe cold snap in February, at the end of that month conservative estimates indicated that about 25 per cent. of the Verdelli lemon crop was damaged. Despite this, in the opinion of Catania experts, the crop will run 25 to 30 per cent. ahead of last year. The Verdelli lemon ripens in the summer. For the lemon crop which will be harvested in the autumn of 1913 it is as yet too early to make accurate forecasts; it is generally anticipated, however, that it will be a good one. The citrus fruit crop for the season of 1911-12 was 30 per cent. below that of the preceding season, which, in turn, was below that of 1909-10. The consulate is informed that contracts have been already made with local producers by exporters from the district for the purchase of lemon oil to be expressed from the fruit ripening in the autumn of the present year; consignments will commence in December, 1913.

ALMOND CROP.—According to the principal almond shipper in Palermo and other reliable sources the frost in February and March and the cold spell in April have almost completely destroyed the almond crop for 1913. The damage is estimated at 80 per cent.

JAPAN.

OLIVE OIL.—The climate and the soil of southern Japan are admirably adapted to the cultivation of the olive tree. With a view to extending this cultivation throughout the regions of Japan suitable to its growth, the Department of Commerce and Agriculture has recently granted \$300 to encourage the production of olive oil. At present the production of olive oil is very limited and the quality of the oil produced is far from coming up to the standard of European or American oil. The sum granted is to be expended in the purchase of modern olive presses, the oils then analyzed, and subsequent productions brought up to foreign standards. The experiments are to be carried out on a small experimental farm in Kagawa prefecture on the island of Shikoku, where the climate corresponds to the climate of southern California. If the attempts at standardization are successful it is thought that a great impetus will be given to planting olive trees and the olive-oil industry.

MEXICO.

PERFUMERY AND TOILET ARTICLES.—Consul Gaston Schmutz, at Aguascalientes, reports for his district in Central Mexico that the imports of drugs, chemicals, and toilet articles from the United States were about the same as during the preceding year, with possibly a slight increase in the import of toilet preparations and fancy soaps, but French perfumes, soaps, and toilet articles still control the local market.

SOCIETY ISLANDS.

PERFUMES AND SOAPS.—Consul North Winship, at Tahiti, reports that fifty per cent. of the entire commerce of the islands for 1912 is credited to the United States. Imports: Perfume, 1911, \$8,214; 1912, \$11,385. Soap, 1911, \$27,395; 1912, \$25,455. Of these only about ten per cent. was from the United States.

VANILLA BEANS.—Consul Winship reports an advance of 50 cents a pound in the price of vanilla. Exports of vanilla beans: 1911, \$447,517; 1912, \$651,712. Of the 187 metric tons of vanilla exported in 1912 the United States received 164½ tons, valued at \$623,868. The consul says: "The average price paid at Tahiti for vanilla in 1912 was \$2 a pound. The increase is supposed to have been caused by the short crop in Mexico and the fact that Tahitian vanilla as shipped in 1912 had been cured much more carefully than formerly, and therefore more valuable, owing to the new laws regulating the raising and curing of vanilla in the colony."

SWITZERLAND.

PERFUMERY.—Consul General R. E. Mansfield, at Zurich, in a report of 1912 as a record year in Swiss trade, says that the demand for artificial perfumeries was good, and that particular branch of the industry enjoyed a period of general prosperity last year. The natural products used in the manufacture of perfumeries are being more and more replaced by synthetical methods, he says, the imitations of oil of citron and bergamot oil being especially good. He reports that the demand for American made goods is increasing and that satisfactory progress is being made in introducing toilet goods, perfumery, etc.

SYRIA.

OLIVES.—Vice Consul General F. W. Smith, Beirut, reports that the olive crop outlook, owing to the recent abundant rainfall, is excellent. The greatest danger to be feared is from hail, which at this time might destroy the entire crop.

PRICES IN THE NEW YORK MARKET

(It should be borne in mind by purchasers that the market quotations in this journal are quantity prices.
For small orders the prices will be slightly higher.)

| | | | | | |
|-------------------------------|------------|-------------------------------|-------------------|---|-------------------|
| Almond, Bitter.....per lb. | \$3.50 | Lemon | 4.25 | BEANS. | |
| " F. F. P. A..... | 4.50 | Lemongrass | 1.60-1.70 | Tonka Beans, Angostura.... | 5.50 |
| " Artificial | .55 | Limes, expressed | 4.00 | " Para | 2.50 |
| " Sweet True | .65 | " distilled | .50 | Vanilla Beans, Mexican.... | 4.50-5.00 |
| " Peach-Kernel | .25-.30 | Linaloe | 2.80 | " " Cut.. | 3.25-3.50 |
| Amber, Crude | .15 | Mace, distilled | .75 | " " Bourbon | 3.40-4.25 |
| " Rectified | .30 | Mustard Seed, gen..... | 8.50 | " " Tahiti | 2.00 |
| Anise | 1.80 | " artificial | 1.50 | | |
| " Lead free | 1.95 | Mirbane, rect..... | .12 | SUNDRIES. | |
| Bay, Porto Rico..... | 2.90 | Neroli, petale | 30.00-40.00 | Ambergris, black | (oz.) 15.00-20.00 |
| Bay | 2.75 | " artificial | 12.00-17.00 | " gray | 25.00-27.50 |
| Bergamot, 35%-36% | 6.25 | Nutmeg | .80 | Civet, horns | 1.75-2.00 |
| Birch (Sweet) | 1.75 | Opoanax | 7.00 | Chalk, precipitated..... | .04½-.06 |
| Bois de Rose, Femelle..... | 4.00 | Orange, bitter | 3.00 | Cologne Spirit | (gal.) 2.65-3.10 |
| Cade | .20 | " sweet | 3.40 | Cumarin | 3.25 |
| Cajeput | .60 | Origanum | .40-.60 | Heliotropine | 1.60 |
| Camphor | .12 | Orris Root, concrete...(oz.) | 3.50-5.00 | Menthol | 7.00 |
| Caraway Seed | 1.00 | " absolute...(oz.) | 28.50-32.00 | Musk, Cab., pods.....(oz.) | 10.00 |
| Cardamom | 28.00 | Patchouly | 3.00-3.60 | " " grain | 15.00 |
| Carvol | 2.00 | Pennyroyal | 1.10 | " Tonquin, pods... " | 13.75-15.00 |
| Cassia, 75-80%, Technical... | .90 | Peppermint | 2.85-3.30 | " " grains.. " | 21.00-24.00 |
| " Lead free | 1.00 | Petit Grain, South American | 3.75 | " Artificial, per lb..... | 1.50-3.00 |
| " Redistilled | 1.40 | " French | 8.00 | Orris Root, Florentine, whole | .14 |
| Cedar, Leaf | .45 | Pimento | 1.75 | Orris Root, powdered and | |
| " Wood | .18 | Rose | (oz.) 12.00-16.00 | granulated | .18 |
| Cinnamon, Ceylon..... | 6.50-14.00 | Rosemary, French | .80 | Talc, Italian | (ton) 32.00-35.00 |
| Citronella, Ceylon | .42 | " Spanish | .50 | " French | 25.00-30.00 |
| Citronella, Java | 1.00 | Rue | 3.00 | " Domestic | 15.00-25.00 |
| Cloves | 1.40 | Safral | .40 | Terpineol | .35-.45 |
| Copabia | 1.15-1.25 | Sandalwood, East India.... | 5.25-5.50 | Thymol | 1.80 |
| Coriander | 6.00-9.00 | " West India..... | 1.60 | Vanillin | (oz.) 33-36 |
| Croton | 1.10 | Sassafras, artificial..... | .30 | | |
| Cubebs | 3.30 | " natural | .65 | SOAP MATERIALS. | |
| Erigeron | 2.00 | Savin | 1.40 | Cocoonut oil, Cochon, 10¼@10½c.; | |
| Eucalyptus, Australian, 70%. | .50 | Spearmint | 4.80 | Ceylon, 10@10¼c. | |
| Fennel, Sweet | 1.50-1.60 | Spruce | .50 | Cottonseed oil, crude, tanks, 42@ | |
| " Bitter | .75 | Tansy | 4.00 | 42½c.; winter yellow, 7@7½c. | |
| Geranium, African | 9.00 | Thyme, red | 1.10 | Grease, brown, 5¼@6¼c.; yellow, | |
| " Bourbon | 8.00 | " white | 1.30 | 5¼@6¼c.; white, 6¼@7c. | |
| " Turkish | 3.25 | Vetivert, Bourbon | 8.00 | Olive oil, denatured, 90c. | |
| Ginger | 6.50 | " Indian | 30.00-40.00 | " " foots, prime, 8c. | |
| Gingergrass | 1.75-2.00 | Wintergreen, artificial | .32-.34 | Palm oil, Lagos, 7½c.; red, prime, | |
| Hemlock | .55 | " genuine | 4.50-5.00 | 6¼@6½c. | |
| Juniper Berries, twice rect.. | 1.00 | Wormwood | 5.75 | Peanut, 6½@7½c. | |
| Kananga, Java | 3.75 | Ylang-Ylang | 30.00-40.00 | Rosin, water white, \$8.00. | |
| Lavender, English | 12.00 | | | Soya Bean oil, 5¼@6c. | |
| " Cultivated | 6.00 | | | Tallow, city, 6¼@6½c. (hhd.). | |
| " Fleurs | 3.25-3.75 | | | Chemicals, borax, 3¼@4c.; caustic | |
| " U. S. P. | 2.75-3.00 | | | soda, 80 p. c. basis of 60 p. c., \$1.65. | |
| " (Spike) | 1.10-1.25 | | | | |

DOMESTIC MARKET.

Although our market reports are not as wordy as those to be found in other journals, we find no difficulty in reflecting market conditions correctly in little space.

Earlier in the year we gave it as our opinion that lemon oil, for instance, would soon reach the \$4 mark, and our prophecy was vindicated early this month. Lemon oil is now being quoted at from \$4.25 to \$4.75, according to brand, and there seems to be no relief, especially as the new crop is being quoted already at \$3.

Bergamot. The prices have been shaded slightly as the sales of natural oil have been greatly cut because of the growing use of the synthetic.

No definite reports are yet obtained from Bulgaria regarding rose oil, and advices are eagerly awaited as to

whether or not the earthquake that occurred throughout Bulgaria will cause any interference with the industry.

BEANS.

Angostura Tonka Beans are well maintained, for the reason that nearly all the arrivals are being taken up by tobacco interests. Operations in vanilla beans, especially in Mexican variety, have been temporarily interfered with on account of the uncertainty as to the tariff; but some extract manufacturers bought extensively in anticipation of the duty of 50 cents per lb.; while those who feel that their waiting policy has been justified are holding off because of the possibility of a still lower duty, or the restoration of beans to the free list.

Bourbon beans are strongly held here and abroad, especially in view of the authoritative reports regarding damage to the growing crop in the Bourbon Islands.

TRADE MARKS APPLIED FOR.

(Continued from page 107.)

64,751.—J. C. Ayer Company, Lowell, Mass. (Filed July 16, 1912. Published May 20, 1913. Claims use since about the year 1851.)—Hair dressing, hair tonic, etc.

66,969.—The Waldorf-Astoria Importation Company, New York, N. Y. (Filed November 18, 1912. Published May 27, 1913. Claims use since 1897.)—Olive oil.

67,319.—Victor G. Dupont, San Francisco, Cal. (Filed December 9, 1912. Published May 20, 1913. Claims use September 1, 1912.)—Mange shampoo preparation.

67,600.—Fort Dearborn Company, Chicago, Ill. (Filed December 26, 1912. Published May 20, 1913. Claims use since November 9, 1912.)—Face powder, face lotions and face creams.

67,661.—American Can Company, New York, N. Y. (Filed January 2, 1913. Published June 10, 1913. Claims use since July 1, 1912.)—Friction top cans, coffee cans, spice cans, baking powder cans, varnish cans, squeeze top cans, oil cans, syrup cans, olive oil cans, cracker cans, paint cans, butchers' supply pails, five gallon cans, wire top cans, open top cans, square cans.

67,826.—Spokane Valley Orchard & Land Company, Spokane Bridge, Wash. (Filed January 10, 1913. Published May 27, 1913. Claims use since December 17, 1912. The portrait being that of Martha Washington, deceased.)—Olive oil, etc.

68,165.—William Lichtermann, San Francisco, Cal. (Filed January 28, 1913. Published May 20, 1913. Claims use since July 1, 1912. The portrait being fanciful, the word "Shampoo" being disclaimed.)—A shampoo preparation.

68,248.—O. R. Pieper, Milwaukee, Wis. (Filed January 31, 1913. Published May 20, 1913. Claims use since 1909.)—Flavoring extracts for foods, etc.

68,582.—Charles B. Spies, New York, N. Y. (Filed February 17, 1913. Published May 27, 1913. Claims use since August 1, 1906.)—Liquids for cleaning and polishing metallic articles.

68,680.—The Duchess Lulu Company, Grand Rapids, Mich. (Filed February 24, 1913. Published June 10, 1913. Claims use since January 31, 1913.)—Toilet cream and complexion powder.

68,939.—C. M. C. Company, Joplin, Mo. (Filed March 10, 1913. Published May 20, 1913. Claims use since January 1, 1913.)—Hair tonic.

69,230.—The Hoffman-La Roche Chemical Works, New York, N. Y. (Filed March 21, 1913. Published May 27, 1913. Claims use since January, 1909.)—Soap solution of cresole used for antiseptic and disinfecting purposes.

69,530.—George Gray, Sisseton, S. D. (Filed April 2, 1913. Published June 3, 1913. Claims use since about January 1, 1913.)—Washing paste.

69,705.—Dan R. Kinney & Company, Greeley, Colo. (Filed April 10, 1913. Published June 3, 1913. Claims use since January 8, 1913.)—Hair tonic.

69,747.—Thomas M. Sayman, St. Louis, Mo. (Filed April 12, 1913. Published May 27, 1913. Claims use since December 1, 1911. The portrait illustrated being that of the applicant. The words "Dr. Sayman's Toilet Talcum Powder" are disclaimed, the same constituting no part of the trade mark.)—Talcum powder.

69,751.—The Snow Flake Axle Grease Company, Fitchburg, Mass. (Filed April 12, 1913. Published June 10, 1913. Claims use since May 1, 1912.)—Soap.

69,793.—Colgate & Company, Jersey City, N. J. (Filed April 15, 1913. Published June 3, 1913. Claims use since April 11, 1913.)—Perfumes and perfumed toilet waters and powders.

69,907.—The Sinclair Manufacturing Company, Toledo, Ohio. (Filed April 18, 1913. Published June 10, 1913. Claims use since September, 1911.)—Chlorid of lime, concentrated lye, powered borax, and ammonia.

70,074.—Leon Becker, San Francisco, Cal. (Filed April 26, 1913. Published June 10, 1913. Claims use since April 10, 1913.)—A hair grower and hair and scalp remedy.

STUDIES IN SOAP CHEMISTRY.

Soaps; Contributions to the study of. A. Reyckler, Bull. Soc. Chim. Belg., 1912, 26, 485—495.

II. *Mother liquors from the crystallization of acid sodium palmitates.*—A series of experiments with two approximately neutral sodium palmitates on the lines previously described (*loc. cit.*), followed by determinations of the amounts of acid sodium palmitate and of the free alkali in the filtrate showed that Krafft's assertion of the absence of fatty acids in the mother liquors requires some modification. On the other hand, his statement that the composition of these mother liquors was quasi-constant was completely verified. In a series of determinations in which 1 gm. of sodium palmitate was treated with quantities of water ranging from 200 to 900 c.c., the concentration of the sodium hydroxide in the mother liquors decreased simultaneously with the "global" concentration of the systems in question, but tended to become constant when it had fallen to a value approximating 0.002 millimole per c.c. In the case of the fatty acids in the filtrates the concentration became fairly constant at about 0.00035 millimole per c.c. The quasi-constant composition of the mother liquors supports the view that the acid palmitates are formed by superposition in layers at intervals of temperature, and that those layers which are in equilibrium with the mother liquors are probably enveloped in superficial layers of similar composition.

III. *Extraction of solutions of sodium palmitate and oleate by means of toluene.*—On extracting a solution of 1 gm. of sodium palmitate in 700 c.c. of water with 200 c.c. of toluene at about 80 degs. C., 68 per cent. of the palmitic acid present was removed, after emulsification, whilst free alkali was left in the aqueous layer. Similar extraction with cold toluene removed only 0.07 gm. of fatty acid (*i.e.*, the acid not combined in the crystalline soap) without emulsification. In the case of sodium oleate solutions, extraction with hot toluene for three days with constant agitation removed 70 per cent. of the oleic acid, whilst similar treatment with the cold solvent removed 0.207 gm. of the acid. To obtain abundant extraction of sodium palmitate the solution ought to be treated at a temperature above its crystallization point, whilst for the same reason sodium oleate may readily be extracted (with emulsification) from its solutions at a low temperature. Extraction of a solution of sodium oleate with toluene increases the specific electrical conductivity of the solution in question.

IV. *Mechanism of degreasing.*—The experiments cited support Krafft's view that degreasing does not consist essentially in a saponification of the fats present, but in a simple emulsification. A more or less rancid (acid) fat may be directly emulsified in a soap solution of suitable concentration, whereas a perfectly neutral fat has to go through the stage of acquiring acidity by taking from the soap solution a part of its fatty acid.

Olive Oil Package Decision Reversed.

United States Customs Court has reversed the decision of the General Appraisers which sustained a protest of Sprague, Warner & Co., Chicago, on the duty on olive oil. The court holds that olive oil of less than five gallons, even if imported in tins commercially known as five gallon tins, is dutiable at 50 cents under paragraph 38. The quantity of oil, not the size of the container, was the crux of the case.

Treasury Decision 33,507 announces that this court decision is not in conflict with Decision 31,711, which provides for a duty of 40 cents, provided the outage is not in excess of 1 per cent., as determined by the method established in that order.

Drawback Granted on Olive Oil.

Treasury Decision 33470 allows a drawback on olive oil imported in bulk and manufactured by the Strohmeier & Arpe Co., New York, by filtering, bottling, canning, labeling, etc. The allowance is restricted to the actual quantity of the imported oil which appears in the exported containers which hold not more than five gallons each.

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